

# **DISTRIBUTION & WAREHOUSING**

FORMERLY  
**TRANSFER & STORAGE**

Vol. XXII, No. 5

U. S. C. Building, 425 W. 34th St.  
New York, N. Y.

May, 1923

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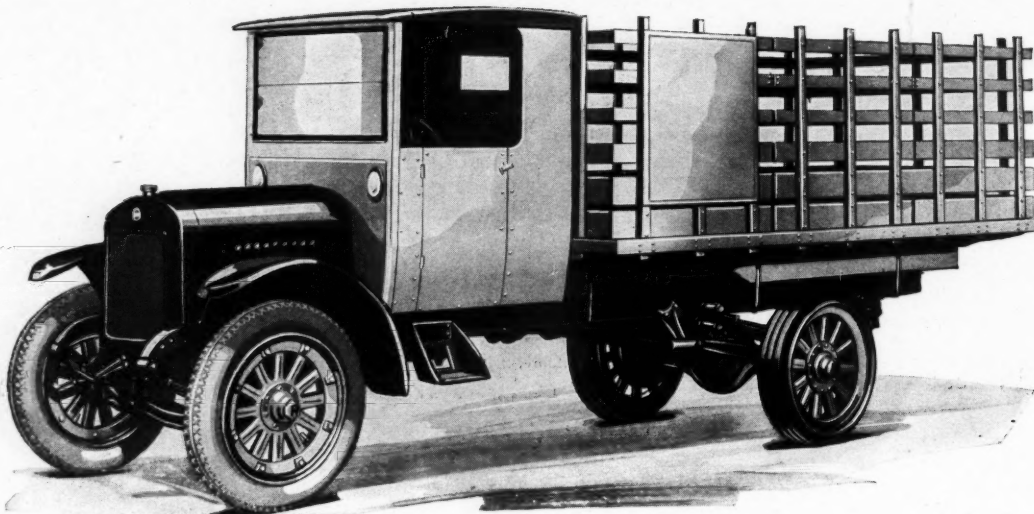
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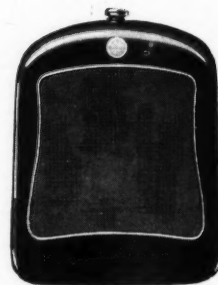
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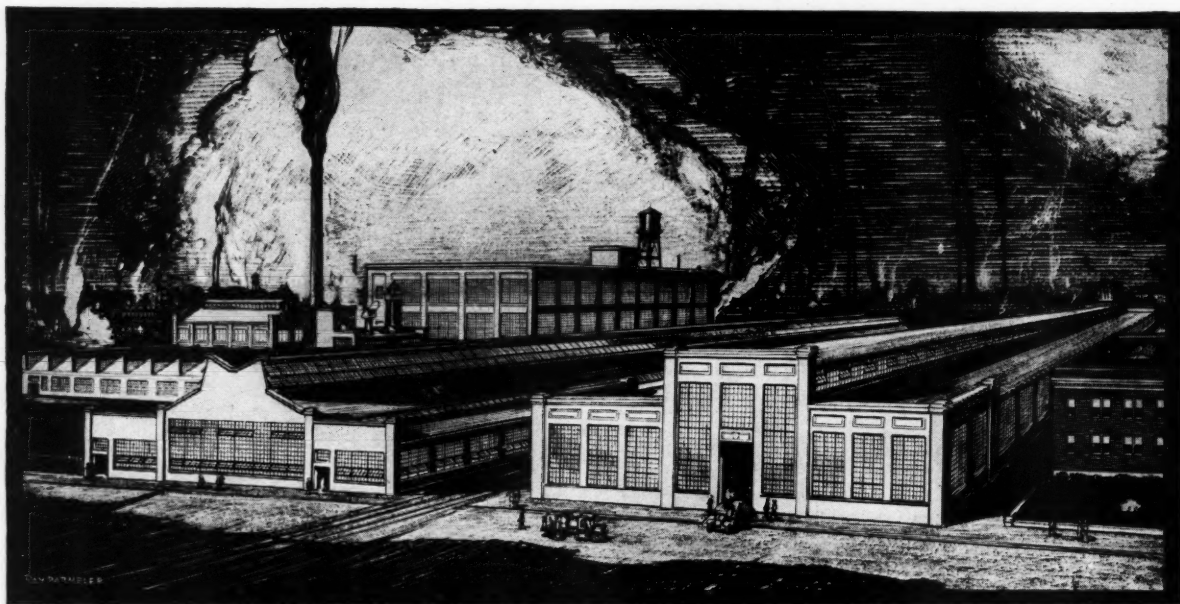
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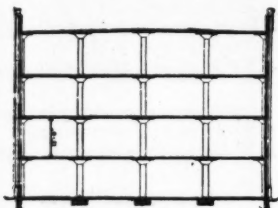
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PUBLISHED MONTHLY

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UNDER THE ACT OF MARCH 3, 1879.

Volume XXII

NEW YORK, MAY, 1923

No. 5

## Less Than 3% of Bank Loans Is on Warehouse Receipts as Collateral

*Statistics and Estimates, Here Published for First Time,  
Indicate That the Merchandise Storage Executive Has  
Broad Opportunity to "Sell" Financing Ideas  
to the Manufacturing World*

By Richard Hoadley Tingley

**T**HE Federal Reserve Board ruled not long ago that commercial paper secured by warehouse receipts for merchandise stored in a warehouse owned or controlled by the owner of the goods represented by the receipts would be ineligible for rediscount at Federal Reserve banks.

That action went a long way toward stabilizing the commercial warehouse industry and toward advancing the cause of "public" over "private" storage plants.

Another decided step along this path of progress was taken when the American Warehousemen's Association in convention last December adopted a standard form of receipt to be used by its members and others—the way having been paved by a report from the organization's committee on banks and warehouses on "Warehouse Receipts as Collateral."

### *Effect on Future Business*

**T**HE adoption of these two standard forms has gone a long way toward putting the business of warehousing on an up-to-date plane and toward placing the public warehouseman in a favorable position.

For with a receipt in standard form and recognized the country over as such, and with the bog of per-

sonally-owned warehouses removed, in a measure, by the ruling of the Federal Reserve Board, the public warehouse is in position to function to its fullest capacity.

What this "fullest capacity" really is, nobody seems to know. I shall attempt to give some rough idea of it.

The question has frequently been raised as to the volume of bank

Prior to that time the United States Bonded Warehouse Act, with its provision for a standard form of receipt, had been enacted by Congress and had been in operation for several years. That Act is applicable only to storage of agricultural commodities—cotton, wool, grain, tobacco and the like—and is of no special interest or usefulness to the general commercial warehouseman.

The fact that for two distinct classes of warehousemen there have been so recently adopted a warehouse receipt, both of which documents have the approval of the banking fraternity, offers a basis for instructive comparison.

The two forms differ widely in wording, yet each contains all the necessary features for safeguarding the depositor, the warehouseman and the banker.

credit extended to borrowers on the collateral of warehouse receipts, and the effect which the recent improvements and innovations in warehousing practice are having, and will have, on this banking feature.

Regarding the effect of the introduction of the standard receipt of the American Warehousemen's Association on general warehousing, it is too early to say anything. More

time must elapse before results may be expected. That the effect will be greatly to facilitate banking operations and increase the volume of their business, few doubt.

#### *The U. S. Act in the South*

IT is not too early, however, to state that the introduction of the United States Warehouse Act with its standard receipt has had much to do with improving warehousing conditions in the cotton districts of the South, where it is chiefly in use, and with increasing cotton in warehousemen's business and the banking facilities of their customers.

In proof of this it has been pointed out that on June 30, 1916, the national banks of the South reported loans and discounts of all kinds amounting to \$7,679,000,000, of which only \$455,830,000, or 5.92 per cent, was secured by "personal security including merchandise and warehouse receipts."

The same group of national banks reported June 30, 1922, total loans and discounts of \$11,248,214,000, of which, \$1,383,017,000, or 12.30 per cent, was secured by this same collateral.

But these figures are applicable to the South only; although they show a remarkable growth in the relative volume of bank loans secured by collateral of which merchandise and warehouse receipts are an important part, they do not tell the whole story even for the South.

The figures created so much interest, however, that I was asked to compile a set of results that would disclose the approximate story of the amount of loans, by all the banks of the United States—national, State and trust companies—which were based solely on the security of warehouse receipts.

#### *Lack of Comprehensive Data*

INQUIRIES directed to various banks of the country brought responses that no such figures existed nor could they be had. No better results were obtained from the Federal Reserve Board and from prominent warehousemen. It was clear that no data of that kind had ever been compiled. It was clear, also, that it would be impossible to disclose truly statistically accurate results. Approximate results, then, must suffice.

In going about this task I had it in mind that to include the operations of the Reserve banks in my compilations, even if their rediscounts of warehouse paper were separated from other loans, would be unfair, as it would amount to a practical duplica-

tion of loan figures of their member banks from which such paper was received.

This brought me down to a consideration of the national banks only, as these are the only institutions which report their loans in classified usable form.

#### *The Tables Explained*

IN Tables A and B (see page 9), I show these results as of February 21, 1921, the latest available report, and June 30, 1919, respectively, for the various territorial districts

### WAREHOUSE RECEIPTS AS COLLATERAL

TO the manufacturer and distributor of merchandise, the facts brought out in this article by Mr. Tingley should suggest the advantage—from the viewpoint of financing—of storing in the public warehouse rather than in the privately-owned warehouse. The figures shown on page 9 indicate that the commercial world is not, to the extent which it may, making use of opportunity to borrow money from banks on warehouse receipts as collateral.

To the commercial storage executive, Mr. Tingley's facts and the figures on page 9 should suggest some good "business getting" talk when soliciting accounts from shippers.

of the country, note being made of the commodities upon which the loans were made: 1. Cotton, 2. Wheat and other Grains, 3. All Commodities other than Cotton and Grains. This is the subdivision adopted by the Comptroller in his reports.

It cannot fail to be noted that, in both of the years shown, the relative amount of loans made on these three divisions of commodities is much the same. Also, that loans made on cotton security are practically as large as those made each year on commodities other than cotton and grains—in other words, on general merchandise such as is carried in the big public warehouses of the North and West.

Still further analyzing the national bank figures contained in the Comptroller's report, in Tables C and D, I have taken the loans of all descriptions made by these banks in the various territorial districts for each of the two periods under review, against which I have placed the

loans secured by warehouse receipts, and have drawn down the percentage which the latter bears to the former.

Here, also, a remarkable uniformity is seen to exist, in that a much larger percentage of total loans of southern banks is secured by warehouse receipts than in any other section of the country, and that the western and New England States show the smallest percentages.

The increase in percentage of loans on warehouse receipts to total loans is clearly seen in the figures—1.77 per cent in 1919 and 2.26 per cent in 1921.

#### *Reliable Data of National Banks*

BEFORE adopting the returns of the national banks as a basis of my estimate of total business I made a thorough study of the manner in which these reports are made. In this I convinced myself that they cover the entire field and take note of every transaction where warehouse receipts figure as a basis for credit. They appear on the returns whether the receipts are kept in the vaults of the loaning bank until maturity or whether the notes which they secure are rediscounted at the Reserve banks. They appear, also, in the proper amount if accepted at bank as part collateral for loans, and are credited only to that part of the loan which they represent. For this reason I am able to say that, so far as the national banks are concerned, the figures appearing in my tables are statistically correct.

#### *Other Data Inadequate*

I NOW come to a point where I must agree with the opinions expressed by the Federal Reserve Board and others that statistically accurate results applicable to the entire country are not obtainable. Nevertheless I think the results I shall now show will be found better than no results at all in disclosing to warehousemen and bankers an approximation at accuracy—sufficiently close so that a rough estimate of the potentialities of warehousing-banking may be arrived at.

The State banks report only the volume of loans and discounts as a whole in such a manner that they are readily obtainable. They do not separate loans made on classified security, as on warehouse receipts, and if they did it would be necessary, in order to obtain comprehensive figures, to examine the banking reports of each State separately—an endless task, where a lack of uniformity in the make-up of the reports would render the obtaining of comparable



# "Warehouse Receipts as Collateral"

TABLE A As of Feb. 21, 1921										
LOANS OF NATIONAL BANKS SECURED BY WAREHOUSE RECEIPTS ENTIRE UNITED STATES										
FIGURES ARE EXPRESSED IN THOUSANDS OF DOLLARS 000'S OMITTED	NEW YORK CHICAGO ST. LOUIS	OTHER RESERVE CITIES	COUNTRY BANKS							
			NEW ENGLAND	EASTERN STATES	SOUTHERN STATES	MIDDLE WEST	WESTERN STATES	PACIFIC STATES	TOTAL FOR COUNTRY	% TOTAL
1 COTTON	\$7,075	\$38,532	\$5,110	\$445	\$62,017	\$10	\$2,755	\$2,329	\$111,198	41
2 GRAINS	9,482	27,221	71	674	3,895	1,175	1,211	7,619	41,865	15
3 ALL OTHER COMMODITIES	47,357	97,193	4,127	4,291	5,058	2,929	910	3,741	118,250	44
TOTALS	63,914	162,946	9,308	5,410	70,970	4,114	4,876	13,789	271,313	100

TABLE B As of June 30, 1919										
1 COTTON	\$ 6,550	\$35,162	\$4,136	\$741	\$36,686	\$48	\$778	\$173	\$84,275	43
2 GRAINS	7,147	18,216	132	364	792	645	359	1,430	29,085	15
3 ALL OTHER COMMODITIES	31,851	35,750	2,622	4,238	2,734	1,830	679	2,013	81,720	42
TOTALS	45,548	89,128	6,890	5,343	40,212	2,523	1,816	3,616	195,080	100

FROM REPORTS OF THE UNITED STATES COMPTROLLER OF THE CURRENCY—DECEMBER 5, 1921  
PAGES 304-305 AND JUNE 30, 1919, PAGES 44-45

TOTAL LOANS AND LOANS SECURED BY WAREHOUSE RECEIPTS ENTIRE UNITED STATES—ALL NATIONAL BANKS						
FIGURES ARE EXPRESSED IN THOUSANDS OF DOLLARS 000'S OMITTED	TABLE C As of June 30, 1919			TABLE D As of June 30, 1921		
	TOTAL LOANS ALL DESCRIPTIONS	WAREHOUSE RECEIPT LOANS	RATIO WHSE TO TOTAL	TOTAL LOANS ALL DESCRIPTIONS	WAREHOUSE RECEIPT LOANS	RATIO WHSE TO TOTAL
NEW YORK, CHICAGO, ST. LOUIS	\$3,112,777	\$45,548	1.5	\$2,996,000	\$63,914	2.1
OTHER RESERVE CITIES	3,421,041	89,128	2.6	3,523,000	162,946	4.6
— COUNTRY BANKS —						
NEW ENGLAND	449,122	6,890	1.5	507,000	9,308	1.8
EASTERN STATES	1,024,475	5,343	0.5	1,308,000	5,410	0.4
SOUTHERN STATES	945,832	40,212	4.2	1,196,000	70,970	5.9
MIDDLE WEST	1,151,623	2,523	0.2	1,448,000	4,114	0.3
WESTERN STATES	591,722	1,816	0.3	639,000	4,876	0.8
PACIFIC STATES	310,525	3,616	1.2	385,000	13,789	3.6
TOTALS	11,010,206	195,080	1.77	12,002,000	271,313	2.26

FROM REPORTS OF THE UNITED STATES COMPTROLLER OF THE CURRENCY FOR 1921  
VOL. 1 PAGE 21 AND FOR 1919 VOL. 1 PAGE 44 AND VOL. 2 PAGE 158

TABLE E ESTIMATED VOLUME OF LOANS MADE IN 1919, 1920 AND 1921 BY ALL UNITED STATES BANKS NATIONAL, STATE (TRUST COMPANIES & PRIVATE) SECURED BY WAREHOUSE RECEIPTS						
	TOTAL LOANS — ALL UNITED STATES BANKS, NATIONAL AND STATE EXCEPT FEDERAL RESERVE BANKS	PERCENT OF LOANS ON WHSE RCTS. TO TOTAL NATIONAL BANK LOANS	ESTIMATED TOTAL VOLUME OF LOANS ON WHSE RECEIPTS, ALL U.S. BANKS	AMOUNT OF TOTAL SECURED BY COTTON	AMOUNT OF TOTAL SECURED BY GRAINS	AMOUNT OF TOTAL SECURED BY ALL OTHER COMMODITIES
1919	\$24,557,000,000	1.77	\$434,659,000	\$186,903,000	\$65,199,000	\$182,557,000
1920	29,568,000,000	2.02	597,274,000	250,854,000	89,592,000	256,828,000
1921	27,130,000,000	2.26	613,138,000	251,387,000	91,970,000	269,781,000

NOTE: THE PERCENTAGES IN SECOND COLUMN FOR 1919 AND 1921 ARE FROM TABLES C AND D—NATIONAL BANKS—WHICH, APPLIED TO TOTAL LOANS OF ALL UNITED STATES BANKS APPROXIMATES THE VOLUME OF TOTAL LOANS SECURED BY WAREHOUSE RECEIPTS.

Were it not for the facilities afforded for financing through receipts issued, it is safe to say that there would be comparatively few public warehouses in those parts of the South where cotton is the principal commodity stored.

This is not true of general warehousing as practiced in other sections of the country, the amount of bank loan secured by warehouse receipts on general merchandise being relatively small as compared with the volume of the warehouse business.

These circumstances naturally arouse speculation as to the actual amount of total bank loans made on warehouse receipts. On this point no one appears to have any definite idea. In the tables shown above Mr. Tingley, author of the accompanying article, presents constructive findings based on a careful study of information available. He does not claim that they are statistically accurate, inasmuch as the data for making them so do not exist. But approximate figures are given, and they are published here for the first time—for the information of shipper and warehouseman.

results difficult if not impossible.

In this same class come the big trust companies and private banks, well-known as large loaners of money on the security of warehouse receipts.

In order to obtain an approximate amount of such business I have been obliged to make an assumption—namely, that the same ratio of warehouse loans to total loans exists in such banks, taking the country as a whole, as has been accurately found to exist in the national banks.

In doing this I am well aware that in the big eastern cities—New York, Boston, Philadelphia, etc.—the trust companies do a somewhat larger percentage of warehouse receipt loaning than do the national banks in the same districts. Taking the United States as a whole, however, I believe my assumption is not far from correct.

#### Approximate Total Loans

TABLE E shows how I have worked out this ratio for the years 1919, 1920 and 1921. To explain the table, if indeed it requires explanation, consider the year 1921.

In that year the total loans made by all the banks of the United States, national and State, amounted to \$27,130,000,000. I have previously

WHEN a bank loans money on a collateral security consisting of stocks, bonds, commercial paper and kindred evidences of indebtedness, it has ample space in its vaults for their safe-keeping. The housing of such documents does not require much room.

When the collateral comprises the very best security known to banking—namely, the essential commodities of commerce—it is obvious that the goods cannot be kept in the bank's vaults.

Hence the public warehouse—and the warehouse receipt.

From a study of the figures set forth in the tables on page 9, it would seem, from the comparative smallness of the amount of loans made by banks on the essential commodities of commerce, that there exists potentially broader opportunity for the depositor of merchandise—that is, the manufacturer—to finance the making and distributing of his goods by more extended borrowing from the banks with warehouse receipts as collateral.

shown that, in 1921, 2.26 per cent of the total loans made by the national banks was done on the security of

warehouse receipts. Applying this ratio to the total loans of all banks, \$613,138,000 is obtained, divided into Cotton loans, \$251,387,000; Grain loans, \$91,970,000; and loans on Other Commodities (general warehousing), \$269,781,000.

I think I have shown enough approximate results to convince my readers that the volume of the business of warehousing-banking is capable of much greater expansion—that public warehousemen should not be content with doing a business which, as a result of the security they offer to the owners of the commodities and their bankers (the best security in the world), can command but a little more than two per cent of the country's loanable funds.

In my next article I shall show by further tabulations how the same approximate results may be obtained by taking a different angle of approach. I shall not be able, however, to overcome the fact that State banks do not separate and classify their loans in reporting; so, in arriving at a new grand total, I must resort to a like ratio.

In my next article, also, I shall attempt to divide the country into smaller districts in apportioning the volume of loans secured by warehouse receipts. Such divisions will separate the transactions of each State and Federal Reserve district and city into the same classification as before—Cotton, Grain and Other Commodities. I shall attempt to tell also some of the apparent advantages of "public" over "private" warehouses from several different viewpoints, including that of banking facilities offered.

(To be concluded in our June issue)

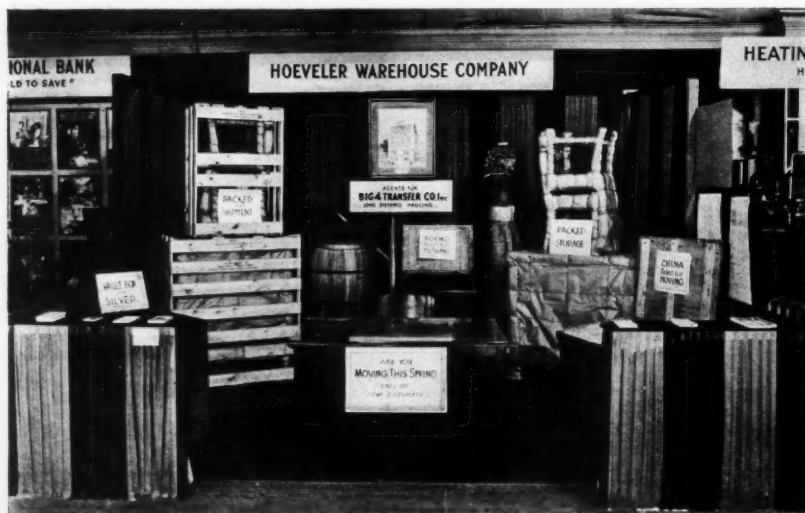
#### Cost Finding by Radio

From eleven radio stations in the United States the National Association of Cost Accountants began in April a weekly broadcasting program on the subjects "What Cost Accounting Means to Industry," "Advantages of Cost Accounting to Workers," "Advantages of Cost Accounting to Employers" and "Advantages of Cost Accounting to the Consuming Public." The talks are being distributed from the following stations:

WEAF, New York City; WGI, Medford Hills, Mass.; WHAZ, Troy, N. Y.; WLW, Cincinnati; WCX, Detroit; WJAX, Cleveland; WIAO, Milwaukee; KPO, San Francisco; KWH, Los Angeles; WLAG, Minneapolis; KJR, Seattle.

The subjects and the times of broadcasting are duly announced on the programs of these stations, and copies of the talks may be obtained by addressing the National Association of Cost Accountants, 130 West 42nd Street, New York City, or any of the radio stations.

### "Go to the Prospect" Is a Paying Hoeveler Policy



Packing and crating exhibit at Pittsburgh's "Own-a-Home Show"

"Don't wait for the prospect to come to you. Go to the prospect." That was the theory behind the decision of the Hoeveler Warehouse Co., Pittsburgh, to stage a household goods packing and crating exhibit at Pittsburgh's "Complete Building and Own-a-Home Show," March 14 to 24.

Above is illustrated the Hoeveler exhibit, which attracted attention at the show, elicited favorable comment thereafter—and put the company in touch with many Smoky City families who were about to move.

"It gave us an opportunity," to quote the company's president, James H. Hoeveler, "to bring packed and crated goods to the attention of the prospect without his coming to us. In other words, we took the goods to him, and you know that there is a question of psychology in that procedure. We feel that it was a paying proposition."

# True Costs Necessary for Success in Van Operation

*Baltimore Van Owners' Association Compiles Figures to  
Guide Members in Calculating Rates on an Equitable Basis*

By F. EUGENE SPOONER  
Technical Editor, Motor Transport

A RECENT investigation by the Baltimore Van Owners' Association to ascertain comparisons in costs of trucking furniture in the city, short distances out into the country, and on long trips, has revealed a very interesting situation, in so far as obtaining standard haulage rates is concerned.

At the present time there is a real need for accurate cost figures that will enlighten those in the van business as to the true conditions in rate making. With a proper grounding in cost keeping, there is but little doubt that the van business in general will be better stabilized. Today we find too many in the field who are carrying on business under conditions most unfavorable to the furniture haulage industry.

Cut rates quoted by those ignorant of true costs have resulted in a general lowering in standards of practice that reacts unfavorably on those companies most able to give high class service. Instead of actively participating in this business, these companies have been content to let irresponsibles handle this work at the lower rates, the larger companies taking on haulage work only as it proved economical.

This has unfortunately been detrimental to the interests of both the small as well as the large van owning companies, the former with their inadequate rates and ignorance of costs usually going out of business, while the latter suffer through lack of sufficient trucking business to make van operation a paying proposition.

## All Should Know True Costs

It is claimed by some that the only way to bring about more equitable rates is to conduct a complete cost investigation and then to show each individual van owner just what his vehicle is costing him to operate. Stabilizing rates through education of those within the industry will be less of a burden than trying to educate the public up to higher and more equitable rates.

### INVESTMENT 2-TON VAN

Chassis .....	\$3,920.75
Body .....	925.00
Equipment .....	150.00
	<b>\$4,995.75</b>

#### FIXED CHARGES

Interest .....	\$299.74
Depreciation on chassis 20 per cent..	784.15
Depreciation on body .....	60.00
Overhauling and painting .....	125.00
Repairs .....	225.00
Garage .....	126.00
Taxes and licenses .....	65.00
Fire Insurance—truck and contents..	106.00
Liability insurance .....	120.00
Property damage .....	53.00
Collision .....	195.00
	<b>\$2,152.89</b>

### INVESTMENT 3½-TON VAN

Chassis .....	\$5,170.75
Body .....	1,125.00
Equipment .....	200.00
	<b>\$6,495.75</b>

#### FIXED CHARGES

Interest .....	\$389.74
Depreciation on chassis 20 per cent..	1,034.15
Depreciation on body .....	75.00
Overhauling and painting .....	150.00
Repairs .....	250.00
Garage .....	216.00
Taxes and licenses .....	150.00
Fire insurance—truck and contents..	120.00
Liability insurance .....	120.00
Collision .....	53.00
Property damage .....	216.00
	<b>\$2,773.89</b>

This was the thought behind the Baltimore Van Owners' investigation. For the purpose of further impressing the local van owners with the actual truck operating costs, no attention was paid to overhead costs. These are highly important, to be sure, in figuring costs, but it was found that there was such a big difference in this particular item among those investigated that it was impossible to strike even a happy medium. The committee therefore decided to eliminate overhead entirely, leaving this to the different members to add to the cost.

It must be emphasized that there is a tendency among the smaller van owners to underestimate the importance of overhead expense in computing rates. Overhead expense ranges

between 10 and 15 per cent of cartage cost. Each and every department of the warehouse business has its share of overhead to bear. When it is realized that an increase or decrease in overhead may mean the difference between profit and loss on the business operation, there will be a more general regard for this item.

## What Overhead Includes

What then should be included under overhead? How should it be distributed or, in other words, what share should cartage carry?

Overhead includes income taxes, both State and Federal, insurance, repairs and damage claims, printing and stationery, legal fees, dues in associations, carfare, clerical salaries, commissions and advertising. In computing what part or percentage of the overhead burden should be charged to cartage, it is first necessary to determine what part of the total income of the concern may be credited to van operation. The next step is to determine the space occupied by the fleet.

Space and volume of income are the two important factors in determining the percentage of cartage overhead. By adding these two and then dividing by two, it will be possible to determine an accurate percentage. For example, if the cartage business amounts to 30 per cent of the entire volume of income of a warehouse and the space required for housing the vehicle is 2 per cent, then by dividing by two, an average percentage of 16 will be found.

## A Natural Assumption

The question naturally arises, "If warehouse concerns are forced to consider heavy overhead cost in their rates, how can there be an equitable adjustment of rates when so many of the single van owners can rightly state that they have very little overhead to consider?" Under the strict interpretation of overhead as assumed by the big warehouses, the small fellow does seem to have the best of the argument.



On the other hand, what he gains in low rentals, lack of organization expenses, etc., is usually offset by an indirect overhead occasioned by the lack of advertisement due to a well-known name, by increased repair bills as a result of poor servicing facilities, by unorganized solicitation of business and the resultant inability to realize sufficient interest on the investment. In other words, through lack of organization he assumes a business hazard that might be correctly termed an overhead expense. Just how this compares with the percentage average allowed by the warehouses cannot be determined, but nevertheless it must be considered.

The overhead charge is therefore a variable factor that brings out most forcefully a problem, within the van industry, that demands keen study.

The Baltimore Van Owners' Association in its investigation of costs first determined the fixed charges as a basis upon which to work.

The fixed charges include those items of expense in van operation that are certain to occur under ordinary circumstances. In other words, a 2-ton van, according to the figures given herewith, has a standing fixed charge of \$7.18 each day of the year and a 3½-ton van, \$9.20. These figures are averages computed from the experience of eleven different van owners whose vehicles make trips over good highways such as are found between Baltimore and New York City.

#### City Deliveries

The next step in the investigation was to determine just how much it cost to operate 2 and 3½-ton vans within the city and then to show through comparison which of the two sizes was most suitable for city work.

The determination of the correct size of vehicle is all a matter of local conditions. In Baltimore, the 2-tonner seems to be more suitable for city haulage than the larger size, simply because it can handle in one load the average amount of household effects. It thereby makes possible greater payload turnover each day. In New York and other cities, where larger loads are most apt to be carried, the 2-ton van would be forced to make more trips in order to complete removals, while a larger vehicle could probably handle the work in one load.

Idle time is an important factor that is frequently overlooked as a source of loss in hauling. It will be noted in the accompanying cost figures on city haulage that the Baltimore association has made allowance for idle time by deducting the fixed charges for 75 idle days from the profits of 225 days of operation. In that way it has made a true calculation of earning power. Idle time in its relation to reduced turnover in the van business applies especially to trips that are so long that it is impossible for a company to handle more than one payload per day. Here is a condition in household furniture moving that merits keen study.

The 25-mile haul out into the country presents a good example of the question of idle time. This haul usu-

a load at the other end for the return trip. This is a losing proposition, because averages do not work out favorably in so far as ease in picking up return loads is concerned.

#### 40-Mile Trip

The 40-mile trip to Washington, as investigated by the Baltimore association, is another example in van operation wherein it is necessary to allow for idle time when computing rates. In the figures covering this trip, in the case of the 3½-tonner, fixed charges have been made \$11.50. On the 2-tonner, however, fixed charges of \$7.18 for one day have been allotted. A comparison of the two sizes on the same run shows that the smaller truck managed to load and

unload its goods within the day, while the other was forced to wait until the next morning to dispense with its load. The 2-tonner arrived in time enough to dispose of its load that night, while the larger truck arrived too late even for night unloading, and as a result had to be placed in a garage over night. The time lost in loading this truck in Baltimore was the chief factor in delaying its arrival early that night at Washington. The chief point to be brought out is the fact that it

is necessary in cases of this kind to figure out rates that will compensate a company for the time that could otherwise be used profitably.

One method of figuring out rates that will on the average show a profit to a company for the year is first to determine average operation for the year. One hundred per cent operation would mean 300 days at nine hours per day, or 2700 hours. An average operation of 1755 productive hours, for example, or 65 per cent, would be the basis upon which to work. This percentage would then be used in connection with the total cost of operating the vans for a year to give a cost per hour.

For example, if the total cost per van for the year is \$8,848.38, then by dividing this figure by 1755 hours, the cost per hour would be found to amount to about \$5.04.

To adjust this hourly cost to a mileage cost, the following method would be used: First determine the time consumed by a van over a given trip, including stops for lunch; then figure

#### AVERAGE CITY HAULAGE-\$76.00 2 TON

FIXED CHARGES	\$7.18
LABOR (CHAUFFEUR & 2 HELPERS)	\$10.36
GASOLINE (5 MILES PER GAL.)	\$1.62
OIL	\$2.22
GREASE	1.03
TIRES (2½¢ PER MILE)	\$8.44
WORKMENS COMPENSATION	\$1.04
LOSS & DAMAGE	\$1.18
<b>TOTAL COST</b>	<b>\$21.27</b>
PROFITS PER DAY WHEN IN SERVICE	\$4.73
AVERAGE DAYS OPERATED 225 - @ \$4.73 PROFIT	
PER DAY =	\$1,064.25
DAYS IDLE - 75 - @ \$7.18 DAILY FIXED CHARGES	\$538.50
PROFIT 300 DAYS	\$525.75
COST PER MILE	\$7.1

#### AVERAGE CITY HAULAGE-\$38.00 3½ TON

FIXED CHARGES	\$9.20
LABOR (CHAUFFEUR & 3 HELPERS)	\$13.34
GASOLINE (4 MILES PER GAL. 30 MILES PER DAY)	\$2.03
OIL	\$2.24
GREASE	1.03
TIRES (4¢ PER MILE)	\$1.20
WORKMENS COMPENSATION	\$1.36
LOSS & DAMAGE	\$1.22
<b>TOTAL COST</b>	<b>\$27.62</b>
PROFITS PER DAY WHEN IN SERVICE	\$10.38
AVERAGE DAYS OPERATED 225 - @ \$10.38 PROFIT	
PER DAY =	\$2,335.50
DAYS IDLE - 75 - @ \$9.20 - DAILY FIXED CHARGES	\$690.00
PROFIT 300 DAYS	\$1,645.50
COST PER MILE	\$9.2

ally involves the use of one whole day for a single payload, there being little opportunity for the men to finish unloading in time enough to take on more work. And yet the same fixed charge as applied to city haulage must be included. It has been figured that a trip of this distance will mean a loss on the average of three hours in the earning capacity of a van.

In calculating rates, it is the usual practice of most progressive van operators to figure the cost of the entire trip and then to charge on that basis if it is impossible to secure a return load. On the other hand, if the customer is lucky enough to place his order at a time when the van operator is able to secure a return load, then he is charged only for one leg of the trip. However, the point to stress is, it is necessary to figure on the whole trip and thus to avoid taking a loss. Many van operators in their eagerness to secure business will take a chance by charging at the lower rate and then hope to pick up

25 MILE TRIP (1 DAY)		WASHINGTON, D.C. (40 MILES 1 DAY)	
2 TON	3 1/2 TON	2 TON	3 1/2 TON
FIXED CHARGES \$7.18	FIXED CHARGES \$9.20	FIXED CHARGES \$7.18	FIXED CHARGES \$11.54
LABOR \$7.00	LABOR \$10.17	LABOR (3 MEN) \$7.00	LABOR (3 MEN) \$10.17
GASOLINE \$2.70	GASOLINE \$3.38	GASOLINE \$4.32	GASOLINE \$5.40
OIL \$ .30	OIL \$ .37	OIL \$ .46	OIL \$ .52
GREASE \$ .02	GREASE \$ .03	GREASE \$ .02	GREASE \$ .04
TIRES \$1.40	TIRES \$2.00	TIRES \$2.20	TIRES \$3.70
WORKMENS COMPENSATION \$ .80	WORKMENS COMPENSATION \$1.06	WORKMENS COMPENSATION \$ .73	WORKMENS COMPENSATION \$1.04
LOSS & DAMAGE \$ .22	LOSS & DAMAGE \$ .22	LOSS & DAMAGE \$ .28	LOSS & DAMAGE \$ .28
MEALS \$1.00	MEALS \$1.00	MEALS \$1.00	MEALS \$1.50
COST PER MILE \$ .78 1/2	COST PER MILE \$1.05 5/8	COST PER MILE \$ .58 1/2	COST PER MILE \$ .84
<b>TOTAL COST \$19.62</b>	<b>TOTAL COST \$26.43</b>	<b>TOTAL COST \$23.23</b>	<b>TOTAL COST \$33.59</b>

the time of loading and unloading. By adding these hours and multiplying by the cost per hour, the total cost for the trip is determined. It is then a simple matter to divide this total by the mileage to procure a cost per mile figure. Assume for example, a 60-mile round trip requiring five hours for van operation and four hours loading and unloading. This would make a full nine-hour day for the trip. The cost based on the charge of \$5.04 per hour, for a van and two men, would be \$45.36, or cost for each one way mile of the 30 miles of \$1.51.

The 103-mile trip to Philadelphia shows some interesting cost comparisons between the 2 and 3 1/2-ton vans. The operating cost of the 2-tonner was \$73.06, compared with \$84.97 for the 3 1/2-ton van. The difference in operating cost of \$11.91 is a little over 16 per cent and yet there is practically a 100 per cent increase in carrying capacity between the two sizes of trucks. A comparison of the items making up the costs for the trip shows that with few exceptions the totals are about the same. Labor

charges, for example, are the same, as are loss and damage and meals. There is very little difference between oil and grease consumption. The other charges differ to some extent. In other words, we find the 2-tonner costs are not proportionate with those of the larger size, thus making it less suitable for long distance hauling.

In the same manner of deduction, we find the smaller truck not so economical as the 3 1/2-tonner in the 200-mile run to New York. This trip, however, has been figured as most profitable to both sizes of trucks, because the vehicles encounter no idle time en route. Traveling day and night, it is possible for the vehicles to arrive in New York, unload the furniture, pick up a return load and be under way to Baltimore without any delay.

A trip of this length takes from 48 to 58 hours. The cost of operating the 2-ton size has been computed at \$109.24 and the 3 1/2-tonner, \$152.80. The rate for the smaller truck is \$160 and that for the larger one is

\$250. The smaller truck shows a profit of \$50.76 for the three days, or \$16.92 per day. The larger truck shows a much larger profit of \$97.20 for the three days, or \$32.40 per day.

The time saved with van haulage on a trip of this length has been instrumental in getting much of the business that would otherwise be given to the railroads. Furniture shipments by rail usually take from four to five days from Baltimore to New York and the cost is approximately the same as that by van for the entire trip. The freight rate is 65 cents per 100 lb. and with a 5000 lb. shipment, the rate is \$32.50. Added to this the cost of hauling and packing of \$160 at Baltimore and the hauling charges of \$30 at the New York end, we get a total of \$222.50. When Baltimore van owners have procured a return load on the New York trip, the charge is \$150 for each leg of the trip, or 75 cents a mile. From the return load rate must be deducted \$22.50, or 15 per cent, which is given to the New York van owner who secured the return load.

PHILADELPHIA (103 MILES 2 1/2 DAYS)		NEW YORK (200 MILES 3 DAYS)	
2 TON	3 1/2 TON	2 TON	3 1/2 TON
FIXED CHARGES \$14.36	FIXED CHARGES \$18.40	FIXED CHARGES \$21.54	FIXED CHARGES \$27.60
LABOR \$28.00	LABOR \$28.00	LABOR \$33.85	LABOR \$50.78
GASOLINE \$11.07	GASOLINE \$14.04	GASOLINE \$21.60	GASOLINE \$27.00
OIL \$ .60	OIL \$ .65	OIL \$1.20	OIL \$1.30
GREASE \$ .05	GREASE \$ .07	GREASE \$ .12	GREASE \$ .15
TIRES \$5.85	TIRES \$8.24	TIRES \$11.00	TIRES \$16.00
WORKMENS COMPENSATION \$3.35	WORKMENS COMPENSATION \$4.32	WORKMENS COMPENSATION \$4.44	WORKMENS COMPENSATION \$6.24
LOSS & DAMAGE \$ .55	LOSS & DAMAGE \$ .55	LOSS & DAMAGE \$ .66	LOSS & DAMAGE \$ .66
TOLLS \$2.75	TOLLS \$4.20	PREST-O-LITE \$ .85	PREST-O-LITE \$2.00
MEALS (2 MEN - 65¢ PER MEAL) \$6.50	MEALS (2 MEN - 65¢ PER MEAL) \$6.50	TOLLS \$4.88	TOLLS \$7.42
COST PER MILE \$ .70 1/2	COST PER MILE \$ .82 1/2	MEALS (7) \$9.10	MEALS (7) \$13.65
		COST PER MILE \$ .54 31/50	COST PER MILE \$ .76 2/3
<b>TOTAL COST \$73.06</b>	<b>TOTAL COST \$84.97</b>	<b>TOTAL COST \$109.24</b>	<b>TOTAL COST \$152.80</b>

# Taxation Evil Is Attacked in State Legislatures

## *National Distributors Cooperate with Warehousemen in Campaign to Remedy Assessment Situations in Minnesota and Iowa*

ONLY lack of time and the overshadowing importance of more important State-wide measures frustrated the efforts by Minnesota warehousemen and national distributors to have the Minnesota Legislature repeal the law which requires warehousemen in Minnesota cities of the first class—Minneapolis, St. Paul and Duluth—to furnish to local tax assessors on each May 1 the names of customers storing in public warehouses.

How nearly successful were the joint efforts of the Minnesota Warehousemen's Association and the National Distributors' Association in having this taxation law set aside may be judged by the fact that the tax committees of both branches of the Minnesota Legislature had favorably reported the bill sponsored by the storage executives and supported by the shippers whose goods are taxed. But there were other bills, looked upon by the legislators as being of transcending importance, and the Legislature's biennial session expired, late in

April, without the repeal measure being enacted.

Unquestionably the significant feature of the whole situation is the development that the Minnesota warehousemen, backed by the efforts of shippers in other States, were able to present arguments of convincing character, to the legislative tax committees, as to why the reporting law should be repealed as a stimulus to better business conditions in Minnesota.

Representatives of the Minnesota Warehousemen's Association were of the opinion that the law would have been repealed had the Legislature had more time so that the taxation bill could have been arrived at for consideration. The status of affairs indicated that the attitude of the legislators was one favorable to the repeal asked for, and it is considered not improbable that the Minnesota warehousemen and their customers, who include many distributors nationally known, will at the next session of the Legislature renew their attempt to have the law revoked.

THE law which requires warehousemen to report on each May 1 the names of customers having goods in storage to their city assessors was enacted in 1921. Minnesota warehousemen through their State association have ever since been laying the groundwork for seeking repeal, and several weeks ago the warehousemen appeared before the tax committees of both the Senate and the House. The two committees reported the bill out favorably as a result of the arguments presented, and the warehousemen made an effort to have the measure placed on special order so that it would receive preferential treatment, but, with so many other interests demanding the same thing on pending bills, the taxation measure died with the Legislature's adjournment.

At the hearings before the tax committees the warehousemen were able to show that the law was not bringing to the State any great amount of taxes over and above what the State had been receiving from goods in warehouses prior to the time the law was enacted.

The assessor of one of the first class cities told the legislators that the law had brought to his office a little more money than before, but he declared that it had cost his office a great deal for clerical work and that the net results, therefore, were trifling.

The warehousemen succeeded in convincing the committees by facts and

### INDUSTRY VS. TAXES

IN Minnesota warehousemen, with the support of national distributors, have been campaigning to have repealed the law that requires storage executives to report names of shippers having goods in storage. A bill to that end was favorably reported, but the Legislature adjourned without taking action on it.

In Iowa the warehousemen are planning to introduce a similar measure in their Legislature, and an appeal has been sent to national distributors to support the bill.

These are the latest developments in a situation important to warehousemen and shippers alike. The facts are here presented for the information of the men interested. It is essential that they have all available knowledge on the subject, for it is certain that the situation will be brought to the attention of State Legislatures as long as such taxation laws are allowed to remain on statute books.

clear of Minnesota and depleted stocks in Minnesota warehouses around May 1. Two quote a leading warehouseman, who took part in the hearings:

"We showed them the injustice of taxing goods in transit—which, in my opinion, is unlawful and against the interstate commerce law. We took the position that it was not fair to single out warehousemen to report other people's goods for taxation, any more than that the bankers should be required to render statements giving the names of all their customers having money on deposit and valuables in deposit vaults, or any more than that a neighbor should report on another neighbor what goods he possesses which might be liable to taxation."

THE widespread interest which shippers, equally with warehousemen, evince in this problem of taxing goods in storage was, it will be recalled, emphatically evidenced at the annual convention of the National Distributors' Association, comprising shippers who route goods through warehouses, in Cleveland last December, when the subject was discussed at length also on the floor of the convention of the American Warehousemen's Association.

Opinion was expressed at those meetings that warehousemen and shippers should work together in an effort to have

figures that the law had worked injuriously to Minnesota's public storage industry in that some shippers had steered



eliminated the levying of such assessment. Accordingly, it was certain that any organized movement by a warehousing organization to effect remedy would have the support of the National Distributors' Association.

Thus, prior to the recent hearings before the legislative tax committees in Minnesota, George Hamley, Minneapolis, president of the Minnesota Warehousemen's Association, appealed to John Simon, Peoria, Ill., president of the National Distributors' Association, for aid.

Mr. Simon immediately sent telegrams to all members of the shippers' organization, outlining the situating and urging the sending of messages to Mr. Hamley.

The response from traffic managers was immediate, and it was declared subsequently by some of the Minnesota warehousemen that the contentions sent by the shippers played a large part in convincing the legislative tax committee that Minnesota business was being injured by the existence of the present law on the State's statute books.

#### How N. D. A. Aided

On behalf of the manufacturers of nationally known products which move in large volume through warehouses, arguments reached Mr. Hamley by telegram or in the mails, and these were placed before the legislative committees. The measure and value of this support may be judged by a reading of some of these messages, as follows:

Telegram: "We congratulate Minnesota warehousemen on their stand. We consider this tax unreasonable, unjust and a serious interference with interchange of traffic between States, causing in some cases double taxation in the same fiscal year. The tax often amounts to from two to three times the total warehouse charges for the year. This company discontinued storing in Minnesota on account of the tax, distributing from other sources and from factory in pool cars, making interstate shipments which are not taxable, but depriving warehouses of business rightfully belonging to them. This interference to service hurts Minnesota jobbers also."

Telegram: "We appeal to you to use your influence against practice of imposing personal property tax on merchandise stored in public warehouses, because manufacturers are taxed by municipal, county, State and Federal authorities at point of manufacture. Goods in stock are sometimes taxed at point of manufacture, again in warehouses, and if transferred to another warehouse will be taxed a third time. A large part of warehoused goods moves interstate, but, as it is impossible for the owner to tell which part will sell intrastate and which part interstate, he must return assessment on entire stock. If our goods are in a railroad car within your State, they are not taxed. Must we continue to limit our storage business in your State on account of unjust legislation?"

Telegram: "We contend that the imposition of personal property taxes on merchandise stored in public warehouses

is interference with and discrimination against interstate commerce and heartily approve your efforts toward repeal present obnoxious personal property tax law of Minnesota."

Telegram: "We join with you in protesting against local taxation of warehoused goods representing shipments in interstate commerce."

Telegram: "As a member of National Distributors' Association and a storer with a Minneapolis warehouse, we protest against imposing personal property tax on merchandise stored in Minnesota warehouses. We believe taxing warehouse stock is taxing interstate commerce, as we feel that warehouse stock is merely a temporary stoppage in transit between consignor and consignee."

It should be explained that the measure sponsored by the Minnesota warehousemen was not intended to set aside the State's personal property tax law, as the local association was of the opinion that such a task would be one too stupendous for any single group of men to undertake. What the bill was designed to do was to repeal the law which compels the warehousemen to make the statements to assessors on May 1 each year.

"As far as the members of the National Distributors' Association are concerned," it was explained by a warehouseman who took a leading part in the movement, "enactment of the repeal bill would amount virtually to an abandonment of attempts to tax merchandise for distribution, as the local assessors would have no means of securing the information necessary for the purpose of assessing the tax, and the condition of affairs would revert back to the condition which prevailed prior to two years ago."

"In the last analysis, although our bill was not acted upon by the Legislature, the result of our efforts should have a marked effect upon the tax officials in the future."

#### Situation in Iowa

THE evil effect, on merchandise distribution business, of State statutes which require goods to be taxed while in storage, although received from other States, is being strikingly illustrated at the present time in Iowa, where a bill sponsored by the local merchandise warehousemen has already been passed by the House, the lower branch of the Legislature, and has gone to the Senate for its consideration.

An eastern shipper, a member of the National Distributors' Association, recently received from the delinquent tax collector in Des Moines an invoice of \$56.50, tax on stock which the company stored in a Des Moines public warehouse in 1917. This represents a tax of \$45.25, plus a penalty of \$11.25. The shipper does not recall having received any notice of this assessment, now six years old, but maintains that the tax, if levied in 1917, was paid at that time.

Iowa's present law requires that the warehouseman shall, upon the request of the assessor, furnish statement of

goods in warehouses as of Jan. 1; that the warehouseman shall furnish names and addresses of owners of the goods; and that the warehouseman shall be liable for the collection or payment of the shippers' taxes.

This last provision being manifestly unfair to the warehouse, in their opinion, a number of Iowa storage executives, aroused by the action of the Des Moines delinquent tax collector in undertaking to collect the six-year-old assessment against an eastern shipper, recently introduced in their State Legislature a bill (House File 557) to amend the law so that the warehousemen would not be held liable for collection or payment of taxes if the county treasurer is unable to collect them. As explained by Representative Frank C. Lake, Sioux City, who introduced the bill in the House:

"There is a conflict in the Iowa law, one section of the code defining a warehouseman as one lawfully engaged in the storage of goods for hire; still another statute placing him in the same class as a merchant insofar as taxation is concerned."

If the Lake bill passes the Senate and is signed by the Governor, while the law then would exempt warehousemen from responsibility in collecting taxes, warehousemen would still have to furnish to assessors, upon request, the names of customers and the amounts of goods in storage.

This remaining phase of the law would continue to be injurious to shippers, and in this connection it may be stated that Iowa warehousemen have been watching the Minnesota situation closely and that they are laying plans to introduce a bill at the next session of the Iowa Legislature to have the reporting section of the law repealed, just as the Minnesota warehousemen recently endeavored to do.

In support of the plans of the Iowa warehousemen a bulletin has been sent to the members of the National Distributors' Association urging them to line up behind the Iowa storage executives in the same way in which they backed the Minnesotans.

#### I. C. C. Decision

Railroad-owned steamship companies engaged in the coastwise trade between Gulf and Atlantic ports, under a decision by the Interstate Commerce Commission in Washington on April 13, may become feeders to trans-Atlantic steamship lines without being required to file their port-to-port charges on export traffic with the Interstate Commerce Commission. Five of the eleven members dissented.

Being free from the necessity of filing their charges, these lines may change their rates from hour to hour or from day to day just as if they were not connected with the railroads.

The case originated on application of the Southern Pacific to be exempted from the filing of rates on cotton which it desired to carry by water from Gulf ports to New York and other North Atlantic ports for export shipment.

## Some Thoughts on

# Selection of Excelsior and Paper Pads for Furniture Protection

By Edward Dahill, Jr.\*

**INTRODUCTION:** About two years ago Col. B. W. Dunn, Chief Inspector of the Bureau of Explosives, was directed by the American Railway Association to expand his Test and Specification Department and to undertake the work of standardizing freight containers for all kinds of commodities.

Under his direction the Freight Container Bureau was organized and engineers engaged to make studies and surveys of the conditions under which freight is packed and shipped, to investigate the economy and efficiency of present containers, and to develop specifications from an engineering standpoint which, after being

thoroughly tried out by the railroads and the shippers, would be recommended to the Executive Committee of the American Railway Association and eventually adopted by the railroads in their tariffs.

Investigations and studies have proceeded on the packing and shipping of furniture, boots and shoes, and eggs, and circulars containing tentative packing specifications have been issued. Fresh fruits and vegetables, and glassware, are now being taken up. Separate studies have also been made on wrapping paper, industrial cordage and excelsior pads, all of which are used in packing the many different commodities.

### Excelsior Pads and Paper Pads

**ABSTRACT** from a Progress Report to Col. Dunn on Excelsior Pads, Their Manufacture and Use:

In the packing and shipping of furniture and similar articles there is a need for some cushioning material or medium to protect the frail parts, the highly polished surfaces, the decorations and coverings, from being scratched, marred or torn by the twine holding on the wrapping papers, by the crate or box in which the articles may be encased, and by outside objects. The desirable cushion is one which is cheap, light in weight, readily adaptable to any situation and offering effective protection against all ordinary hazards in transportation.

The excelsior pad, which is mostly used where the requirements are such as have been noted, consists of an outside wrapper of paper, confining a loosely interwoven mat of excelsior, and made in a large number of sizes. Another similar pad is one with the paper wrapper but filled with a matting consisting of woven cotton linters and shredded jute. Other pads are made by filling a paper wrapper with torn up scrap paper or paper cuttings or may simply be a piece of fairly heavy paper folded like an accordion. The first two kinds mentioned are manufactured as a business; the last two kinds are usually made by the individual shipper.

As the effectiveness of any of the filled pads will depend upon how well the filling material is confined and held

in place as a cushion, the paper wrapper should be strong, tough, resistant to tearing, and yet so pliable that the pad may be wrapped and twisted around corners, sharp edges, and uneven surfaces, without tearing open and allowing the filling to fall out. The filling

ing from an entirely ground wood paper (the equivalent of newsprint paper) to 100 per cent Sulphate or Sulphite papers.

The leading manufacturers of excelsior pads have recently adopted No. 1 kraft paper as a standard from which to make their wrappers, it being found that this kind of paper is particularly well suited for the purpose. No. 1 kraft paper retains much of the natural strength of the pulp fibres, is tough, can be twisted, folded and crumpled without tearing, is not readily cut by twines, and holds a large percentage of its strength when wet. This latter point is of much importance inasmuch as both the paper and the excelsior are hygroscopic and if the article on which the pad is used is in damp surroundings, considerable moisture is absorbed by the pad.

Genuine No. 1 kraft paper has a characteristic brown color which it is not customary to change by bleaching or dyeing; so where white or colored wrappers are desired, it is not usual to use the No. 1 kraft paper.

Kraft is the name generally used in the paper trade for a paper of unusual strength and may be made of pulps other than the Sulphate pulp, but a No. 1 kraft paper is understood to mean a paper made of 100 per cent Sulphate.

The wrapper can be made either of one piece of paper with one longitudinal joint or of two pieces glued together. This is a manufacturing problem and has but little influence upon the serviceability of the pads.

The proper weight of paper to be used in making the pad is somewhat a matter

## MANUFACTURE AND USE OF PADS

**THE** problem of the use of pads in protecting household goods from damage in rail shipment is ever of interest to the furniture storage executive.

A contribution to this subject is here published, being an abstract, prepared especially by Mr. Dahill for *Distribution & Warehousing*, of a progress report which he submitted as engineer of the American Railway Association's Freight Container Bureau.

material should be in such quantity and condition that it forms a uniform and resilient cushion at all times and under all conditions, and should be so interwoven that it will not sift out at the open ends of the pads, especially as a package in a moving car is subject to considerable vibration.

The wrappers for the pads have been made of many varieties of paper, rang-

\*Engineer, Freight Container Bureau, American Railway Association.



of judgment backed up by experience, for pads are used in so many ways and in so many situations that it is almost impossible to know to what stresses and abuse the wrapper may be subjected. Considerations of cost have some influence on the weight of the paper used, the lowest weight not generally being below 25 lb. per ream (480 sheets—24 in. x 36 in.). Below this weight there is a penalty added to the price per pound of the paper. This penalty does not apply to weights of paper above 25 lb.

The weight of the good kraft paper wrappers now being used is about 25 lb. per ream and inspections of furniture in transit carrying pads with wrappers of this weight have indicated that this weight of paper has sufficient body and strength to resist being torn and broken open and effectively holds the excelsior in place.

Usually the paper has a dry finish; that is, the surface of the paper is not treated, sized or supercalendered. For placing the pad next to highly polished surfaces, the varnish of which may be soft and fresh, the dry finished paper is objectionable because of the innumerable fine fibers on the surface of the paper which may adhere to the finish especially under pressure. This difficulty may be overcome by using a paper for the wrapper which has been water or steam finished and supercalendered, which applies a glaze to the surface and presses down the minute fibers.

Most all papers are sized with some rosin to render them more moisture proof, but too much sizing decreases the flexibility of paper, making it brittle and stiff, which is objectionable in a wrapping paper for either excelsior or paper pads.

In order to insure the quality and strength of the paper used, some test is necessary, preferably a machine test, and one which not only measures the quality of the paper in definite units, but simulates the actual stresses to which the paper may be put. The best known and generally recognized paper tester is the Mullen Bursting Strength Tester and while there has been some criticism of the machine because of certain of its features, if it is operated with no intention to defraud, the results obtained on it can be accepted as reliable and indicative of the quality of the paper.

In making the test with this machine, the upper plates should be clamped down firmly, not hard, and the hand wheel turned at a uniform speed of two revolutions per second. The general practice is to make ten trials, five from each side of the paper, averaging the ten trials and accepting this as a measure of strength of the paper. A tolerance of 5 per cent below the specification is generally accepted.

#### Excelsior Pads

THE wood used for making excelsior needs long and careful air drying of not less than a year to eighteen months in order that the excelsior will

be cut clean and long. Excelsior made of kiln-dried wood is brittle, does not curl and is liable to break up and to fall out of the wrapper when the pad is twisted and wrapped around small parts.

Excelsior may be made out of several kinds of wood but it is mostly made out of basswood, northern poplar, cottonwood, spruce and pine—basswood producing the best excelsior, which is often called "wood wool." Due to conditions of supply, excelsior is generally made out of poplar in the northern States, pine in the southern States, and fir or spruce in the Pacific States.

Because of the difference in weight of the various kinds of woods used for making excelsior, and their unequal capacity to curl and form a resilient pad, it is difficult to specify the bulk or thickness of a pad. Except in the case of egg pads, which have to fill a definite space, no attempt has been made to specify what the bulk of the pads shall be, it being felt that this will be more or less taken care of under the weight specification.

The amount of excelsior which should be put into a pad is best determined by experience, for where the pad is not designed to fill a certain space, but only to be a buffer and protection, experience will dictate what the proper amount should be.

Excelsior pads are made in many sizes varying from 3½ to 16 in. in width and from 5 to 84 in. in length, and it is impracticable to specify the amount of excelsior which should be put in every possible size.

From an examination of excelsior pads which were effectively serving their purpose on furniture in transit and from opinions expressed by competent manufacturers, a sufficient quantity of excelsior is had if a pad weighs not less than 2 oz. per square foot. Regardless of the size of the pad, its area may be measured and the total weight obtained on a small scale. With these two figures, the weight per square foot may be easily checked up.

To maintain a minimum weight of 2 oz. per square foot of pad, the manufacturers will usually set their machines to make a heavier pad because of the varying density and weight of the woods and the varying humidity of the air. Excelsior being hygroscopic, its weight will vary with the relative humidity of the air, weighing more in damp surroundings than in dry surroundings, and in checking up the minimum weight specification this fact must be considered.

#### Specification for Excelsior Pads for Wrapping Purposes on Furniture and Like Commodities

IT is apparent that a rigid specification for excelsior pads for general use is not practical, but if the kind and quality of the wrapper and the weight of the excelsior per unit are prescribed, these factors should be sufficient to insure that pads made after the specification will be

effective and render good service under all conditions.

Excelsior pads must be made of clean excelsior, free from splinters, knots and undivided bunches; it must be evenly and uniformly distributed in the pad, and so interwoven that it will not sift out at the open ends of the pad.

The minimum weight of the finished pad must not be less than 2 oz. per square foot.

The wrapper must be made of No. 1 kraft paper weighing not less than 25 lb. per ream (480 sheets—24 in. x 36 in.) and having a strength of not less than 22 points, Mullen.

#### Paper Pads

PADS made entirely of paper are also used to some extent in place of excelsior pads and are usually made by the shippers. These pads are in two styles; a piece of heavy paper folded several times, or a paper wrapper filled with scrap or shredded paper. Both of these kinds of pads must be as efficient as an equivalent excelsior pad.

The paper used in making the folded type must be tough and strong enough to be twisted and wrapped around sharp corners and edges without cutting, and bulky enough to have the necessary cushioning effect when folded. Kraft, manila or rope stock paper weighing not less than 80 lb. per ream (480 sheets—24 in. x 36 in.) should be used and folded like an accordion so that there is not less than three thicknesses of paper throughout the pad.

The wrapper for a filled paper pad should be of the same kind and weight as that prescribed for excelsior pads, namely 25-lb. kraft (480 sheets—24 in. x 36 in.). As the filling paper may be of many kinds and qualities, it is impracticable to state any measure of the quantity which should be used, but it is recommended that the filling should be of soft, crinkled, creped or shredded paper, and must be in sufficient amount so that the completed pad will be as thick and have as good cushioning qualities as an equivalent excelsior pad.

#### New Trucks

After four years of experimental work on motor trucks, backed by more than a half-century of experience in the fire engine field, the American-La France Fire Engine Co., Elmira, N. Y., is bringing out four truck models. Two, 3½ and 5 ton, are already in production, and the ¾, 1 and 2½ ton will be coming through for delivery in the fall. A modern factory has been erected at Bloomfield, N. J., for the manufacture of trucks, and office headquarters are being maintained in the Fisk Building, New York City. The chassis prices of the 3½ and 5-ton models, already in production, are respectively \$4,950 and \$5,500.

A new 1-ton speed truck has been added to the line of the Stewart Motor Corp., Buffalo, N. Y., this being priced at \$990 for the chassis. Three stock bodies are in production—covered express, \$1,185; open express, \$1,205, and panel, \$1,365.



# What Cost Finding Should Mean to the Executive\*

By S. G. H. FITCH

**S**UCCESSFUL executives have long realized that cost keeping, or cost finding, is a prime necessity to business success and that it is not a theory, advanced by professional accountants for their own particular aggrandizement, although to the untrained man cost accounting has long been shrouded in deepest mystery. Perhaps that attitude of mind accounts for the fact that statistics compiled by the Government show that out of 250,000 business corporations in this country, more than half operate without profit and not more than 5 per cent of the total number know what it actually

costs them to make their goods. In many cases profits are the result of luck rather than of management.

Not only does accurate cost accounting give the manufacturer complete information for establishing selling prices, but it also assists him in meeting new industrial conditions as they arise. While statistics show that we have some time since passed the peak in prices of basic commodities and labor, the decline in prices which followed has to a large extent been checked and the manufacturer is again confronted with demands for higher wages and better labor conditions and by keen competition in marketing his product.

**T**HE real function of a cost system is not merely to record the cost of operation, but to assemble data that can be used with a clear and correct understanding to reduce costs; then it performs its duty and becomes a most valuable agent for the promotion of factory efficiency. The logical conclusion, therefore, is that every industrial plant needs a reliable cost system to present regularly in an orderly manner the facts relating to the business and to tell the story, week by week, of the actual current business conditions with exact costs of operations by divisions and departments of the business.

In order to devise an adequate and effective cost system, the cost accountant must devote himself at the outset to the study of the evolution of the product or products manufactured; he must become intimately acquainted with the manufacturing processes, the flow of materials through the works, the physical layout of the plant, and the practical problems to be solved in the course of production, as well as in arriving at the cost of the product. He has with every new undertaking to play the role of the scientist engaged in research work, in the quest for exact knowledge upon which to found his cost accounting structure; and frequently he has to explore the mysteries of the chemistry of manufacturing processes; all of which is a liberal education in itself so that the cost accountant who fully grasps his opportunities, acquires a clearer vision and broader intellectual outlook in meeting the problems in industrial accounting.

The leading executives in many lines of business have recognized the value of uniform methods of accounting, as a medium for bringing together, for intelligent discussion, manufacturers who have common problems and common in-

## KNOWING COSTS IS IMPORTANT

**T**HE Illinois Association of Warehousemen is about to adopt uniform cost accounting methods which properly fit the industry making up its membership.

"We realize the importance of knowing our costs and the importance of having accurate costs in order intelligently to meet competition, both local and national," states Elmer Erickson, Chicago, president of the Illinois Association, commenting on this article by Mr. Fitch.

What is a uniform system? The Chamber of Commerce of the United States defines it thus:

"It is the setting up of a set of principles and an outline of plans adaptable to a given line of industry, enabling, when desired, those in that industry to present a statement of unit costs which will be in every particular on a comparable basis with other producers using the same system."

terests. Statistics compiled by the Fabricated Production Department of the United States Chamber of Commerce show that in more than one hundred commodity lines uniformity in accounting methods has been established or attempted.† The progress along that line varies from the initial steps, involving the preliminary work on investigation, to the adoption and installation of completed cost systems on standard lines. The use of uniform cost accounting methods will go far toward the elimi-

nation of unintelligent competition based on incomplete or unreliable costs.

Moreover, certain trades have established bureaus for the tabulation and distribution of trade statistics relating to business conditions of especial value to the respective trades. When the executive studies the trend of business as evidenced by his own comparative statements, and perhaps sees that his own business is falling off, he is also able to view his results in comparison with those of the trade as a whole. If he finds that his own business has been maintained as to volume at a relatively higher ratio to normal than has general business in his line, he may have reasonable grounds for satisfaction in believing that he has continued to secure at least his share of the available orders, provided of course that he has not sacrificed profits in obtaining the business; but if he finds that he has not maintained his relative proportion of business done, he has a compelling reason for searching inquiry in order to ascertain the cause of such a condition.

A budget system has been defined as an accounting and statistical organization whose function is (1) to gather information from the past; (2) to formulate on that basis plans for the future; and (3) to report subsequently how these plans have been executed.

Budgetary control of business operations is of comparatively recent development, but in many organizations is an accomplished fact. A budget for a given period embraces careful estimates of the volume of business expected; of the expenditures necessary in manufacturing or purchasing; and in marketing the goods; and finally of the cash requirements necessary to finance the produc-

†See October, 1922, issue of *Distribution & Warehousing*.

\*Reprinted from monthly bulletin of Illinois Manufacturers' Costs Association.

tion and sale of the goods. In preparing the budget, the estimates must be made in detail by departments, and the department heads held accountable for any variations.

The far-sighted executive in carrying out his business campaign according to the budget, has at his command all necessary information in relation to the past, through the medium of the accounts upon which he relies without question.

The business highway is strewn with the hulks of business wrecks which came to grief through plunging into the unexplored regions of new business ventures without the guiding and restraining influence of a budget. In the early days of the development of the automobile industry, many corporations found themselves at the end of their resources because they attempted to expand too fast. It is true, they were operating in a new field where the outcome could not with certainty be foreseen, but a limit upon expenditure, established through the medium of a carefully planned budget, would have gone far toward preventing financial disaster.

Today, some manufacturers, in the search of business to fill their plants, over-expanded as the result of war activities, have undertaken the production of radio outfits, expecting to reap quick and large profits in supplying the popular demand. A few of these manufacturers have already found that they are over-extended financially because they did not budget their campaign and hold their investment in a new enterprise within reasonable bounds.

In periods like the present, characterized by keen competition, or in times of business depression like those through which we have recently passed when economy and retrenchment are the

## IS YOUR COST SYSTEM THE RIGHT KIND?

**T**HERE are more kinds of cost systems, says the Chamber of Commerce of the United States, than there are gas engines, and their vagaries and non-performance are just as many—if you haven't the right kind. The Chamber asks: Does your system do all these things?:

1. Give you up-to-date costs, not merely history.
2. Aid in stabilizing your wages and piece-work rates.
3. Point out defects in your routing system.
4. Help you maintain a perpetual inventory.
5. Increase your production.
6. Measure your overhead.
7. Detect new overhead expense.
8. Point out leaks in expense.
9. Encourage your employees.
10. Promote intelligent competition.
11. Point to non-profit paying lines.
12. Permit you to bid safely.

Mr. Gaskill of the Federal Trade Commission, speaking in an advisory capacity, has approved cost accounting as a legitimate association activity, and collecting cost studies *per se* are permissible.

watchwords, the executive comes to rely upon a budget and in its planning instinctively turns confidently for help to the cost accountant.

The day of the sellers' market and of easy profits is gone, perhaps never to return in our generation. The budget becomes the guide of the executive and the cost accountant's help in budget building is indispensable. A well-known writer has well said that there is perhaps no greater service the cost accountant can perform at this time for the general manager than help him formulate a budget which will yield a reasonable profit on a normal year's business and set a standard which, if much exceeded, will involve financial risks incommensurate with the possible additional return. This budget should be framed in such a way as to provide for balanced production and continuity of operation. In other words, it will allow for the fullest utilization of production facilities, and to that end the cost accountants will check and condemn any tendency to manufacture anything and everything for which there is a possible demand and will bring dependable cost figures to support the expensiveness and wastefulness of such practice.

It is perhaps unnecessary to emphasize the importance of organizing the work of the budget preparation within the accounting department so that those department heads to be held accountable under the budget plan for production, sales, expenses, and costs, will have no control over the reporting of the results of the operations. Those department heads should be freely supplied with such detailed information regarding the operations and expenses of their departments as may be required in reviewing their achievements or failures when measured by the budget standards, but under no conditions should the man whose output is under test be permitted to select the yardstick by which his goods are to be measured.

## Efficiency and Regulation of Highway Transport on New York Convention Program

**T**HE annual meeting of the National Highway Traffic Association will be held at the Automobile Club of America, 247 West Fifty-fourth Street, New York City, on Thursday, May 10.

All persons interested in the advancement of the efficiency of highway transport and the regulation of highway traffic are invited to attend and take part in the discussions. There will be an informal dinner at 6 p.m., reservations for which should be made to Elmer Thompson at the above address.

Addresses will be made on regulations offering speeds, weights and dimensions of motor trucks and trailers, by George H. Pride, president, Heavy Haulage Co., New York; on regulation of overloading of motor trucks, by David C. Fenner, manager, public works department, International Motor Co., New York; on highway transport clearing houses, by Tom Snyder, secretary, National Association of Commercial Haulers and Indiana Warehouse and Trans-

fermen's Association, and on such other fundamentals as traffic center lines on highways, highway curves, mechanical devices, rural motor express and, at the evening session beginning at 8 o'clock, grade crossing safety regulations, dis-

tribution of cost of construction, interest on bonds, replacements, maintenance of State highways, highway transport franchises, and development of transportation, by railroad, highway, automotive and engineering authorities.

### Chicago Will Have National Transportation Exhibition

**T**HE date of the National Transportation Exhibition to be staged by Motor Truck Industries has been set for Sept. 1 to 7 in the Coliseum and Annex, Chicago. The show will not be a truck show in the sense that these have been known in the past but will be an exhibition of all sorts of motor transport vehicles in action. The educational side of commercial motor vehicle operation will be featured.

The exhibition committee comprises L. M. Viles, president, Buda Co.; M. L. Pulcher, vice-president, Federal Motor Truck Co.; Fred Glover, president, Tim-

ken-Detroit Axle Co.; N. T. Boulden, vice-president, Selden Truck Corp.; George M. Yeoman, vice-president, Continental Motors Corp.; and T. R. Lippard, president, Stewart Motors Corp. Don F. Whittaker, general manager of the Motor Truck Industries, will be show director.

In connection with the show the association will hold a contest for the best 500-word paper on the advantages of specialized unit construction in commercial vehicles. This contest will be open to all in the industry and prizes totalling \$250 will be awarded.

# Reducing the Unit Cost of Deliveries by Motor Truck

By P. L. Sniffin

**T**HE cost of operating motor trucks in the warehousing business is a variable item, depending upon the measure of efficiency that is applied to the use of each vehicle. Close observation reveals the fact that there is a surprisingly wide difference in the unit cost of making certain hauls, varying very widely in the experience of one concern compared with another. It is particularly interesting in such a survey to review the reasons for this difference in delivery cost. Many suggestions offer themselves in this way which can be applied advantageously to each individual warehouse owner's business.

In order, then, to assist the individual operator in reviewing his own delivery system and in reducing his own unit cost to the absolute minimum, let us discuss in this

article the outstanding features to which he may ordinarily look for improvement. In other words, it is the purpose of this article to review the fundamentals of motor delivery that are responsible for the differences to be found in unit costs. Later, in this same connection, it will be well to suggest operating methods aside from these which have been found in actual experience to help reduce costs. In this way it is intended to present pointed suggestions for the consideration of the warehouse owner as to the ways that are open to him for obtaining greater productivity on the part of the truck fleet or for handling present business under present operating conditions at a saving in the actual cost of delivery.

## Eight Questions

**I**T may be said that the principal factors of a motor delivery system can be divided into eight points. We will express them in the form of questions, as follows:

1. Are the vehicles used well adapted to the work they are called upon to perform, with respect to type, size and quality?
2. Is the truck body equipment well coordinated with conditions met in unloading and loading to insure a minimum of idle time?
3. Are routes well planned and arranged to keep each truck on the road as much as possible in the course of the day.
4. Are seasonal and rush period requirements handled in a way that will reduce idle truck time in dull periods as much as possible?
5. Are motor trucks used only on hauls for which they are qualified to do the work more economically than horses?
6. Are cost records properly kept to detect:
  - a. Incapable drivers;
  - b. Inferior vehicles, tires, fuel, etc.;
  - c. Waste in routing?
7. Are drivers well informed on vehicle operation and care?
8. Is the maintenance plan systematic, to insure the very minimum of cost for repairs and overhauling?

Each of the foregoing questions represents an opportunity to cut delivery costs. Together they cover the fundamentals of successful truck operation. Only if the individual warehouse owner can answer them all in the affirmative after careful thought may he be assured that his delivery system is not working under a severe handicap.

A review of the experiences of various concerns with motor trucks will reveal one fact of tremendous importance—a wise or unwise choice in picking a particular kind of truck will make or break the success of the delivery sys-

## YOUR BUSINESS—AND THE MOTOR TRUCK

**T**HIS is the seventh of a series of articles by Mr. Sniffin and deals with the problem of cutting down unit costs. Such fundamentals are touched upon as selection of vehicle and body, idle time, standardization of fleet, tire replacement and gasoline costs.

Mr. Sniffin is at work on an article, "The Motor Truck as an Advertising Medium," which will appear in an early issue.

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation with relation to the public storage industry in order to write these articles for *Distribution & Warehousing*.

tem. The most noticeable mistakes are:

1. Selecting a vehicle of inadequate size, resulting in the very expensive practice of overloading. A small percentage of overload with a high-quality vehicle is often justifiable. But too many concerns insist on learning through bitter experience that with motor trucks, as with other things, the proverbial "something for nothing" is not obtainable. Investigation shows that a large

percentage of the higher unit hauling costs can be traced to heavy repair bills and breakdowns, and these in turn to the practice of overloading.

2. Selecting a vehicle of unproven ability to meet the requirements of the individual warehouse owner's business. The selection of a motor truck, to be well based, must be the result of a careful analysis of past performance in the purchaser's own particular line of business. There are vast differences among various makes of motor trucks. Where one may make surprising records in one line of business, it may fall down completely when assigned to the tasks of another. The importance of careful selection will be best appreciated when it is considered that depreciation and interest on investment, as well as many of the maintenance and running charges, are dependent upon this. Probably as high as 75 per cent of the total operating expenses are influenced by the amount of care exercised in selecting the vehicle.

3. Selecting a vehicle of improper type to meet local conditions. There are three principal types of motor trucks—commonly called the shaft-drive, the chain-drive and the double reduction. Each has particular advantages for certain well defined purposes. No installation should be made without a full consideration of each of these types. Factors of dependability, power, hill-climbing ability, longevity, operating economy, etc., enter into such a consideration. An additional consideration as far as vehicle type is concerned is that of the wheelbase. Trucks are obtainable with various sizes of wheelbase. Often a short wheelbase will add to loading and unloading efficiency by permitting quick and easy manipulation of the truck in narrow or congested places. On the



other hand, there are advantages to be gained from a long wheelbase insofar as carrying capacity and even distribution of the load are concerned.

4. Selecting a body type not well coordinated with loading and unloading conditions. It will suffice to say here that there is a body type to suit every warehouse owner's requirements perfectly. It may be necessary to have such a body made to order, yet the extra cost involved will invariably be made up for in the saving of the vehicle's time and that of the driver. The matter of body types has been found to present a substantial opportunity for economy in the experience of a very large number of concerns.

#### Keep Trucks on the Road

INASMUCH as so large a proportion of the total delivery cost lies in the items of interest on investment, insurance, garage cost and drivers' salaries, it can be seen that much of the difference in the unit cost between one concern and another may be attributed to the effectiveness of the routing plan. When the fleet of trucks is large, this is a particularly important factor. Many concerns have reported that by careful routing they have been able to reduce the amount of equipment required, thus cutting down on total of drivers' wages, and the other important items mentioned in the foregoing. In addition to this, many economies can be gained by routing the trucks over the best possible roads as well as over shortest distances, saving both time and wear-and-tear on the vehicles. Fleet owners would do well to consider the advisability of employing a dispatcher to be solely responsible for the routing and scheduling of trucks.

The waste that is so often found in idle equipment time may, in many cases, be the result of installing too many vehicles. Of course, one of the principal problems of truck operation is that of maintaining an adequate number of vehicles to meet rush season requirements and yet have as few trucks as possible idle when requirements are low. Various methods are available to the operator for accomplishing this, and these will be discussed more fully in a future article. It is mentioned here as a fundamental of importance, to be considered in an analysis for reducing costs.

Furthermore, the unsatisfactory experience of many warehouse concerns with motor trucks has frequently been due to the fact that they have been put to tasks for which they are not actually as well adapted as are horse-drawn vehicles. Where routes are short, the idle standing time of the equipment during loading and unloading periods often makes the horse-drawn unit more economical, as the fixed charges of motor equipment are so much higher. The reason for this very common mistake is that the operator will compare only the running charges of the motor truck with the cost of the horse and wagon. In such a procedure it is very easy to show an advantage in the trucks. Yet if all costs are included in each case, the com-

parison is often apt to favor the horse on the short route.

As pointed out in a recent article of this series, the keeping of accurate, complete costs and an intelligent application of these figures will do much to reduce the per ton-mile cost of delivery. Most concerns, it has been found, recognize the value of cost records, and the large majority make provision for keeping them. An important point, however, is that not all of these systems are so nearly complete as to give a true indication of the many steps that can be taken to lower costs. By keeping sep-

#### ATTRACTIVE TRUCKS ATTRACT BUSINESS

OFFICERS of many warehouse companies are emphatic in declaring that the attractiveness and impressive appearance of their motor trucks possess great advertising value.

"By many storage executives that advertising value is too often underestimated," P. L. Sniffin writes in another of his motor truck articles. The article will appear in the June issue of *Distribution & Warehousing*. In it Mr. Sniffin discusses the van in relation to painting, lettering, washing and polishing, revarnishing, etc., etc.

The attractive truck attracts new ing and polishing revarnishing, etc., etc.

arate records of each truck's repair costs it will be possible to detect incapable drivers and inferior vehicles, both of which will do much to mount the operating cost. Similar economies can be gained by a study of the cost sheets with respect to such items as mileage on routes, gasoline consumption, idle time, etc.

The seventh and eighth points brought out in the questions in the beginning of this article, having to do with the upkeep of the trucks, are entirely self-explanatory. They are both worthy of careful thought, as investigation has shown that they are essentials which are too often neglected and, at the same time, ones which have an important bearing on the unit cost. Maintenance plans and operating suggestions have been discussed in previous articles. It is especially important that provision be made for taking care of minor repairs as soon as they develop, as this will save many large repair bills and much lost time of the vehicles while repairs are being made.

#### Ideas for Improvement

LET us now review the results of a close observation from a slightly different point of view. Let us consider methods of operation or other practical

ideas that have been found to offer advantages in actual use. By a careful consideration of each of these, it will be a simple matter for the reader to determine the advisability of applying them to his own use.

Very important advantages, for example, have been found to lie in standardizing as far as possible on the vehicle used. Once having determined the make of vehicle which proves to be the best investment, the practice of standardizing on this make is extremely advisable.

Mechanics become accustomed to working on the one type, and adjustments and repairs are made more quickly and more economically.

Parts may be kept on hand for immediate use, thus avoiding the necessity of keeping the truck idle until such parts can be obtained.

Many operators go even further than this by keeping complete units for the truck on hand so that, for example, a motor needing repair can be taken out of the car overnight and a substitute motor put in, thus reducing the vehicle's idle time to the very minimum.

There is also a further advantage to be gained by standardizing the loading facilities and the motor trucks to the best advantage in relation to each other.

Where the fleet of trucks is large enough to justify the capital investment, it has been found that a large measure of economy in running expenses can be gained by establishing a repair shop exclusively for the warehouse owner's own fleet.

The advantages of this apply in various ways. There are some operators who do not believe in doing anything until something happens to the truck, saying, "Let it run until it needs repair, and then do all the work at once." These operators are usually the ones who do not maintain repair shops, and quite naturally they do not feel that it is necessary to take the truck time and to pay the cost of regular inspections by an outside mechanic. They neglect to consider that, while the cumulative effect of troubles in their early stages seems important, the time and cost of lengthy overhauls that will invariably result are considerably greater.

Every truck operator should see to it that no truck is allowed to run for more than twenty-four hours with a loose part, a part likely to break, a part needing adjustment or replacement. This means that a daily inspection should be made or the driver consulted as to any irregularities of running. In this way any trouble is caught immediately and before there is time for it to develop into something more serious.

Inspection on the garage floor with the engine idling is not enough; that is why the driver should be consulted. A knock may have developed in the engine, in a universal joint, or in the rear axle or countershaft. No doubt the knock would not cause interference with truck operation the next day, but, if it is not investigated and stopped, that knock may mean the breakage of a gear, a connecting rod, or what not.

Dependence on a public garage or a

service station is satisfactory only in one respect. It is a place where work may be done. But these stations and garages are not able to fix up a truck and get it back to the owner in quick time. This brings out the importance of providing a repair shop equipped with adequate tools and placing it in the charge of a reliable mechanic.

#### **Tire Replacement Important**

**A** POLICY of truck maintenance that has a most important bearing on operating costs where vehicles are equipped with solid tires is that of replacing these tires with new ones when they have been worn to a certain point. Just where or when this point is reached, however, depends entirely on the tire in question and on the treatment it receives at the hands of the driver.

The economy of replacement is due to the fact that much damage is caused to the entire truck when it is run upon tires with insufficient body or resiliency. Any operator who has ever run a motor truck for any length of time with thinly worn solid tires knows that such truck parts as the springs, axle centers, spindles, steering arm and rear axle shafts are seriously affected in this way. Unnecessary and very destructive strains are inflicted, which in turn tend to shorten the life of the entire truck, if the operator fails to replace his tires when their life is gone.

It is generally recommended that a truck which is operated on cobblestones or rough pavements should have its tires replaced when they have worn down the rubber to within one inch of the wheel base. Under the best conditions of smooth surfaced roads, most authorities agree that a width of  $\frac{3}{4}$  in. is the minimum required for proper cushioning.

The condition of the rubber, of course, has much to do with determining the point at which a solid tire should be replaced; for, if abused, a tire may be valueless from a standpoint of service, even though it may be two or three inches in thickness. It is a genuine temptation to keep the truck running on solid tires that are worn too thin to be useful, but it takes only one such experience as a rule to convince an operator that it is merely "robbing Peter to pay Paul."

An idea that is increasing in popularity among the larger operators of motor trucks is that of issuing a typewritten bulletin at regular intervals to the truck drivers. These ordinarily take the form of concise suggestions or discussions on the more important points of operation.

Actual practice has proved that this can be carried out very effectively with considerable advantage to the truck owner, providing the right attitude is assumed in introducing or presenting the idea to the drivers. It is a most excellent method of suggesting points on proper driving and care of the vehicle.

Many operators also use simple illustrations with decided and lasting effect. For instance, the importance of

proper lubrication can be explained so that it will stick in the driver's mind. By showing him a piece of polished steel, under a microscope, and pointing out that the jagged outline—visible to the naked eye—must be filled up with oil in order to prevent the edges from causing damage, he is impressed more than being merely told to "oil up."

Educating the driver is largely up to the operator, for the average driver is eager and willing to learn.

#### **Saving Gasoline Cost**

**T**HE warehouse owner will find that there is a worth-while incentive in the form of lower costs offered in encouraging drivers to save in gasoline consumption. Many concerns lay important stress upon this.

Among the items that enter into the cost of operating a motor truck, that of gasoline has no small importance.

In fact, it may be said that of the total cost per mile (including depreciation, interest, garage, insurance and driver, as well as the more visible running costs) the cost of gasoline averages about 24 per cent.

The cost of gasoline is a variable item, depending upon the truck and the conditions under which it is operated. Therefore, it is possible to effect substantial savings by rendering these conditions more favorable.

For instance, suppose a concern operates a fleet of ten trucks, averaging 45 miles a day and each getting an average of  $4\frac{1}{2}$  miles on a gallon of gasoline. Then each truck would use ten gallons of gasoline a day, or the fleet uses 100 gallons. This at, say, 30 cents a gallon costs \$30 a day. Then suppose the average truck mileage was increased to five miles a gallon, which is only one-half mile more; you would then save ten gallons, or \$3 a day, \$18 a week, \$75 a month—or \$900 a year! Quite a worthwhile sum, you will agree. The following are a few suggestions to help you in gaining the extra half mile or more.

1. Turn the engine off when the truck is standing still.
2. See that the carburetor is adjusted to give the leanest mixture possible; and, above all, see that it does not leak.
3. Be sure the spark is properly timed and always drive with the spark well advanced on the throttle.
4. Remember that a truck going at a high speed uses more gasoline than one going 15 or 20 miles an hour.
5. Don't accelerate quickly, as this floods the carburetor and wastes gasoline.
6. On long grades, stop the engine and coast, or at least throttle down the motor.

#### **Cushion Wheels Often Help**

**I**T will be found that in very many cases substantial maintenance economies have been gained by the installation of cushion wheels as a part of the

truck equipment. It has been found that tire mileage is increased, as the cushion wheel, having shock absorbing qualities, breaks the direct shock of the truck and its load, thereby minimizing the effect of road impact upon the tires. Another feature of tire saving is that the cushion wheel permits solid tires to give a longer mileage life by supplying resiliency to make up for that lost by the tire when it is worn thin. In other words, the operator who uses cushion wheels may keep the tires on the truck until they are worn far beyond the condition that would ordinarily require replacement.

It has been found also that the use of cushion wheels will effect a substantial saving in the repair costs of the vehicle. The shock-absorbing feature reduces vibration on all parts of the truck, with a consequent protection against breakage and adjustment requirements. There is an increasing tendency on the part of warehouse operators toward the use of cushion wheels, due unquestionably to a growing recognition of their merits. Especially where roads are poor the operator will do well to carefully consider the advisability of installing cushion wheels as a part of his motor truck equipment.

#### **Two N. Y. Truck Bills**

Under a bill (1665) introduced in the Assembly, the lower branch of the New York State Legislature, persons and corporations owning or operating motor truck routes for transportation of freight, for hire or in competition with any common carrier, would be included in the term "common carrier" under the transportation corporations law. Such persons or corporation would be required to obtain a certificate of convenience and necessity, and the consent of the local authorities, for the operation of such routes.

Under another bill (1661) introduced in the Assembly, persons and corporations operating motor truck lines would be required to file an indemnity insurance policy or bond, and the Public Service Commission would be given power to fix rates.

#### **Ohio Truck Bills**

Under a bill passed by the Ohio General Assembly all truck companies and commercial haulers in Ohio come within the jurisdiction of the State's Utilities Commission.

The two-cent gasoline tax measure was defeated in the House of Representatives. It had been opposed by the Ohio Association of Commercial Haulers and other organizations.

#### **Haslett Company Expands**

The Haslett Warehouse Co., San Francisco, has taken over the Harbor Warehouse at Bay and Kearny Streets. The building has 140,000 sq. ft. of floor space and will be used largely for cleaning and storing beans.



# TWO BITS

Vol. III. No. 11

A Bit Here, A Bit There

Gotham, May, 1923

## From Our Incoming Basket

Rcvd: from Rod Sprigg, the Los Angeles storager:

Replica,  $3\frac{1}{2} \times 2 \times 3\frac{1}{2}$  in., of Rod's co.'s new warehouse, plus following communication:

"From your humorous\* remarks it seems that you are the recipient\*\* of many useful\*\*\* gifts such as old cigars, tooth brushes, collar buttons, stale candy, etc. But we thought you might be in need of some weighty object\*\*\* with which to keep your voluminous correspondence (in place on your desk) (So, today, under separate cover, I am sending you a house which I hope will make you think of California & the Premier Fireproof Storage Co. as you gaze from your window to the cold turbulent mass† below."

\*Oh, thank you. \*\*We have worked up quite a rep. as a hinting beggar thru these columns. \*\*\*A moot question, if you ask us. Same as \*\*\*. Always used ones rcvd, seems like, but they are good for cleaning our typewriter keys with after careful sterilization. Besides our bean? ((All scented letters from wistful steno-

ogs would better be sent to this office, not to our home. Thank you. (((98% cluttered; 2% efficient. Rod writes like Jay Gould & Reed Bekins speak. This is one way to get your co. a free ad., hey, Rod? The new "Tribune" bldg cuts off our view from rear fire-escapes of a burlesque theater fronting on 42nd st, we are pained to report. †We never go.

Rcvd: from Harry Tilden, the St. Joe, Mo., traffic mgr:

Pkg Aunt Jemima Pancake Flour. Pkg Aunt Jemima Grits. Pkg Aunt Jemima White Cream Meal. Pkg Aunt Jemima Yellow Cream Meal. Pkg Aunt Jemima Bran Fluffs.

This means considerable loss of 1923 trade for Gene Wallace's corn flake co.

Rcvd: from Myers & Mayer, the Mercantile co. storagers of Omaha:

One pink unused blotter, very good.

Rcvd: from anonymous correspondent:

One sarcastic letter regarding Two Bits, not so good.

## News Items

If news are scarce this mo. it is because our readers are not contributing any. Why don't you waste some postage? is our plea.

When we was to Chicago of late, Floyd Bateman blew us to a theatre party.

Buck Buchanan gave us an auto ride.

Walt Sweeting, the Phila. storager, lost less than customary playing bridge.

Len Snow, the Cambridge traf. mgr., was to Gotham last mo.

E. Murphy & I. Spellacy, the Minneapolis storagers, are putting up a new warehouse.

Phil Gerhardt, the Gotham storager, authored an elegant article, which all should read, in the Apr. issue of *The Nation's Business*.

Thos. Witters, the Baltimore storager, was to Gotham of late.

When in Gotham visit *Two Bits's* office & get your name in this public'n.

Lee Cotter, the Mansfield, O., storager, will be a Gotham visitor this mo. (May).

Schuy Blackburn, Kansas City storager & *Two Bits* reader, has bought another warehouse, the one Sam Woodson prexied before Sam entered the bloated banking business.

Ralph Wood, the N. F. W. A. sec., opened a fresh q-t for Ye Ed. while we was in Chicago. Contents was highly gibré.

Not that you are, however, interested, but Ye Ed. is taking a course in industrial publishing so we can make *Two Bits* better if not bigger.

Here is where our vanity emerges above the surface once more: "Who's Who in Philately," 1923 edition, has appeared & we find ourself listed therein. If there are any philatelists in the storagers' industry, we would welcome hearing from same.

Our Denver correspondent reports that Geo. Turner, the Denver storager & convention-goer, spent the mo. of Mar. in Calif.

*Tempus figgedy* is Bill Bostwick the Gotham storager's communing these days on a/c Bill has just negotiated another birthday & is now Ye Ed.'s mature age.

It was a pretty hard job filling this mo.'s *Two Bits*, but no obstacle is too great to surmount if you got perseverance & nerve.

## Our Poem Department

As previously revealed in *Two Bits*, our elder bro., M.N.S., is boss of The Associated Press in So. America. Well, on Feb. 14 he was to Jujuy, Argentina, & after considerable consulting of his Rhyming Pronouncing Gazeeter he manufactured & despatched to *Two Bits* the following:

The people up here in Jujuy  
Are simply enraptured with Coué.  
They all of them say  
That in every way  
"He don't have much to do, do he?"

Next mo. we threaten to publish one of M.N.S.'s about a woe-begone cow. Watch for it.—Advt. Don't let your subscription expire meanwhile.—Advt. M.N.S.—Advt.

## Our Song Department

Nobody in the Central Warehousemen's Club got out an injunction, like we feared they might, vs. our publishing the words of the C. W. C. convention song "He Ain't Got No Style." We would like to publish the music also, but the cost of having a cut made might throw *Two Bits* into bankruptcy on a/c advertising on this page is pretty lean this mo., well anyhow here are the words:

They say Johnny Walker\* he ain't got  
no style—  
Ain't got no style—  
Ain't got no style.  
They say Johnny Walker\*\* he ain't got  
no style—  
But he's style all the while, all the  
while

\*Deceased. \*\*Any friend's name can be substituted in this song.

It may be stated, at the risk of international complications arising, that when the C. W. C. conventioners trekked across the Rio Grande into Nuevo Laredo, Mexico, in Jan., 1921, they taught the fore-going song to the Mayor & the Chief of Police, & it made those officials so Americanized that they tried to have Nuevo Laredo secede from Mexico, & only the eloquence of Geo. Hamley, the Minneapolis storager, averted a revolution. It is with intense reluctance that *Two Bits* now discloses the circumstances, & we wouldn't do so only we feel that it is time Geo. rcvd due credit for his humanitarianism. We hope the State Dept. at Wash'ton sees this item.

When in Gotham visit *Two Bits's* office.



# WHAT'S WHAT IN NEW BUILDINGS

## LIV

Geo. B. Holman & Co., Inc.

Hackensack, N. J.

**T**HE household goods storage warehouse being erected for Geo. B. Holman & Co., Inc., at Hackensack, N. J., will be fireproof throughout and modern in every detail. The building is to have five stories, mezzanine floor and basement.

The front elevation is of modified Gothic architecture worked out in artistic manner with cream colored pressed brick and terra cotta trim. The ground floor windows are protected with heavy iron grill, which adds greatly to appearance of building, at the same time suggesting security.

The entrance to the main lobby is through an impressive seventeen-foot arch with heavy copper frame and doors of antique finish. A large wrought-iron lantern on the front of the building at each side illuminates the entrance and adds to the beauty.

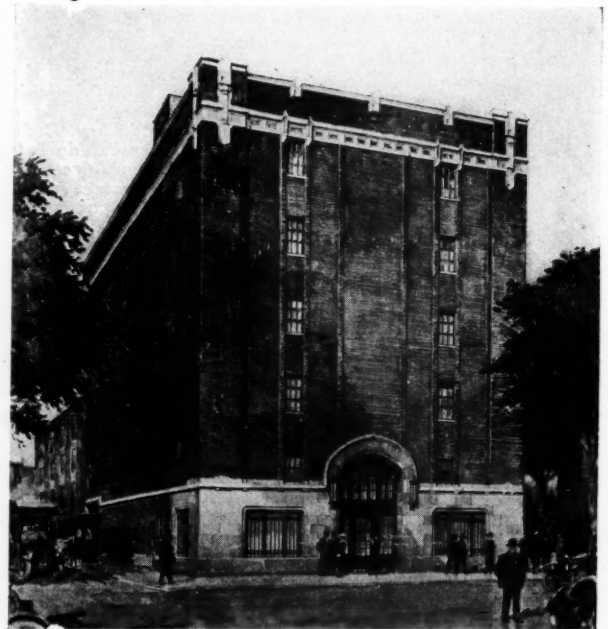
The large expanse of plate glass in the entrance arch will furnish illumination for the public lobby. The side elevation of the building is set off with brick panel with terra cotta insert. The extra trim takes away the usual blank appearance.

As one enters the main lobby, which is decorated in artistic manner and has tile floor with marble wainscoting, he faces the marble counter, at the rear, which separates the clerks' office from the main lobby. As customers approach clerks' counter, attention is at once attracted to the heavy steel fire and burglar proof door of the silver vault, directly back of the clerks' office. The only entrance to the silver vault opens from clerks' office and is in full view of the main lobby. It is so located that all packages and articles removed from the silver vault must come under the direct scrutiny of clerks in the office. This eliminates as far as possible any chance of petty theft from valuable contents.

The managers' office is located to the right of the entrance and has entrance both from main lobby and the clerks' office. To the left of the entrance to the main lobby is located a ladies' restroom with toilet and washroom. Entrance to this restroom is had from main lobby and also from the hallway at side of clerks' office. A men's lavatory is located with entrance from the hallway at the side of the clerks' office. To right of the clerks' office and directly back of the managers' office, is located a storage for rugs, with tile walls and iron fireproof doors.

Back of the rug storage and to the left is located the trunk storage, where are stored trunks, suit cases and such boxes and packages as customers may wish to have access to during term of storage.

The building is located at street corner and the entrance for trucks is from the side street at the rear. This entrance is of sufficient size to care for two trucks, and has rolling steel shutter doors. It leads to the shipping platform, which is of tail board height. At the side of the shipping platform and at the same level is the entrance to the freight elevator. The packing room opens from the shipping platform and is also at the same level. One end of the packing room is partitioned off with fire-



proof tile and iron fireproof doors as a storage for burlap and packing material. This vault for burlap enables the packing room men to keep better order and to keep close check on material used and on hand, and makes a lower insurance rate possible, as it is fireproof and has an automatic closing device on the fireproof door.

A mezzanine floor covers the space over the trunk room, silver and trunk storage and clerks' office. This space will be used as storage for pianos and victrolas.

The front part of basement will be used for open storage. In the center is a large packing room with fireproof storage for excelsior. Boiler room and coal storage take up the balance of the basement space.

The second, third, fourth and fifth floors will be used for private storage rooms. The roof is built with enough slope to carry all water to overflow outlets and each floor is sloped in the same manner, with scuppers so placed that floors may be flushed down. In case of freezing of the downspout in very severe cold weather and a bursted pipe causing leak, the floor scuppers will carry off water and prevent further damage. All floors and roof being of same slope this gives equal height throughout and gets a lower building price from contractor.

In designing this building every detail has been carefully worked out and the arrangement of space is such as to use every possible foot of available space for storage and revenue.

The building was designed, and the construction is being supervised, by Moores & Dunford, Inc., warehouse engineers, New York City.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## Truckman's Responsibility to Deliver Goods Placed in His Care

**A**N interesting case involving the duty of a truckman to see that goods intrusted in his care are carried safely and delivered in proper condition is the case of *Thompson vs. Keahon*, decided in the New York Courts a little while ago and reported in 120 Miscellaneous Reporter, at page 70. The Court said:

"The defendant, in pursuance of a contract with the Government, transported merchandise, invoiced to the plaintiff and requiring Government appraisal, from the pier at which the merchandise was landed to the United States Appraisal Stores. The weighing and inspection is a condition precedent to the delivery of the merchandise to the consignee. Under such circumstances, we must presume that the defendant's possession of the goods was with the consent of the plaintiff. He knew, or is presumed to know, that imported merchandise must be submitted for inspection and appraisal at the United States Stores, to which it is necessary to carry them from the landing place. The defendant was in possession of plaintiff's goods, therefore, as an ordinary bailee, its duty was to deliver the bailment in the condition in which it received the same, and it can only be relieved from a failure to make such delivery by the use of reasonable care in the course of such transportation. It follows, therefore, that the Court's charge instructing the jury to exonerate the defendant 'unless gross negligence has been proved on the part of the defendant Keahon' was an error sufficiently prejudicial to require a reversal.

"The defendant performed its services as truckman under a contract with the Government, for which it received remuneration. The driver in charge of the truck in question was defendant's employee, under its exclusive control and direction in the execution of its contractual obligations. The defendant does not occupy the position of the public agent who is exempt from responsibility for any negligent acts of his subordinates. The distinction between defendant's relations with the Government and that of a public agent is well stated in *Hare & Wallace*, 1 Am. Lead. Cas. 785, where it is said that the responsibility of a public officer for the acts and

defaults of those employees under him depends upon the question whether such persons are acting in the public service as agents by direct appointment, or by authorized sub-appointments, or whether they are his private agents and servants employed by virtue of his own individual and independent authority and paid by and responsible to him, whom he can employ, retain and dismiss at will.

"While perhaps in some jurisdictions a different rule has been followed, we think a proper consideration of public welfare required the application by our

Courts of the principle of respondeat superior to the facts in the case at bar, namely, that the defendant bear the responsibility for any omission, if there be such omission, of his driver to exercise reasonable care. The wisdom and justice of the adoption of the above-stated maxim in furtherance of the public interest becomes manifest when we consider the expansion in latter years of Governmental functions where special services, such as above rendered, are frequently contracted for in the interest of economy and to expedite public business."

## Problem When Passing Title to the Buyer

**L**EGAL EDITOR, *Distribution & Warehousing*: We have noted with considerable interest your article in the February issue of *Distribution & Warehousing*, to which we are subscribers, on the question of title from seller to buyer on goods shipped.

We have had various opinions given us on this particular point, and we have been on the lookout, for some time, for just such information and citations of cases which you have given in your article. There is just one point, which concerns a phase of our business, on which we would like to ask you for an opinion, and that is this:

We are packers of fancy groceries and ship goods to all parts of the United States upon orders taken by our own salesmen. The majority of these orders are for less than carload lots. Hence, we make the practice of including several shipments, for several buyers, in pool cars consigned to some warehouse, or distributing firm, at pool car distributing points. For instance, we include shipments for all customers, l.c.l. lots in and around Chicago, into a pool car to a Chicago warehouse. The Chicago warehouseman would then unload the car and make distribution, forwarding shipments by l.c.l. to the various points. All our goods are sold on draft

basis, with documents attached. Now the point we wish to ask you is this:

Does it make any difference, in the light of the opinions you have issued in this connection, whether buyers' goods be included in a pool car on the passing of the title at the moment of delivery of the pool car shipment to the carrier at the point of shipment?

We have contended that there is no difference between a pool car lot, with several customers' goods consolidated therein, and an individual car of goods consigned direct to a consignee. We would be pleased to have you give us your opinion on this phase of our shipping.

We are taking the privilege of inclosing herewith three samples of our contracts which our salesmen use in booking orders. If not infringing upon your good will, we would like to ask you to examine these contracts and point out to us any flaws you may find on them in regard to making delivery of the goods, or any other points affecting their legality which you may see; we would appreciate your comments thereon.

Thanking you in advance for your attention to our individual request, and assuring you and *Distribution & Warehousing* that we are willing to reciprocate at any time in the furnishing of

any information within our power for the benefit of your subscribers, we are, *The C—Co., Long Beach, Cal.*

Answer: We know of no case decided in this or any other State where the point you bring up in your letter has been passed upon by the Courts. Your contention sounds reasonable and we are inclined to agree with you. We do think, however, that the fact that the goods are or may be shipped as part of pool car lots should be brought to the buyers' attention by a provision to that effect on the face of the contract and not on the back of it as you have it now. Otherwise, so far as we can ascertain from reading them, your order blanks seem suitable for your purposes.

#### Unauthorized Storage

**LEGAL EDITOR.** *Distribution & Warehousing:* The writer has read with interest each month your page in *Distribution & Warehousing*. Just recently a legal question has arisen with us and we think that perhaps you can give us information on it that will be of assistance.

Some time ago we shipped to a man residing in Pennsylvania one of our wood sawing machines, accepting part cash in payment and the balance secured with notes and a chattel mortgage on the machine itself. It was sold with the understanding that he could use it for 30 days and, if at the end of that time it would not fulfill our claims, he could return it to our factory at Ottawa, to be replaced with another machine at our expense.

Not long after he received it, he wrote advising that it was not satisfactory and would not fulfill our claims. We immediately sent instructions to him to return the outfit to us, so that we could send a new one in exchange, in accordance with the regular terms of our 30-day trial.

Instead of returning the equipment he placed it in storage with a man who is not a regular warehouseman but simply a country store keeper and apparently a friend of the man who purchased the outfit.

Since that time the original purchaser has written that he will not return the equipment until we have refunded the money he has paid on it and until after we have paid the storage charges on it. We, however, can make no adjustment whatever until the equipment is returned.

Now the man who has been storing the equipment writes threatening he will sell it for storage unless we pay his storage bill immediately. We do not feel we should pay this storage bill, as the equipment was placed in storage without authority from us, when it should have been sent to us at Ottawa.

Our position is that the man storing the equipment cannot sell it because we hold a chattel mortgage on the equipment, and also because he took it for storage without authority from us.

We will greatly appreciate a letter from you, advising us of your opinion as to whether he has a legal right to

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Wash.) Where cashier failed to lock the outside door of a safety deposit vault, and the contents of the vault were stolen, a contention that the burglars opened a safe door, which door was more difficult to open than the vault door, and that, therefore, leaving the vault door unlocked was not negligence for which the bank was liable, *held faulty.*—*Harland v. Pe Ell State Bank*, 210 P. 681. Key No. 45.

(Where a bank left a safety deposit door unlocked, and its contents were stolen, the liability of the bank depended on whether the act of leaving the vault door unlocked constituted want of due care, such as a prudent man would take under similar circumstances of his own property, that caused or contributed to the burglary.—*Id.*)

(Wash.) Evidence that bank cashier failed to lock the outside door to safety deposit boxes rented for hire, that burglars opened the inner door, and stole the contents, *held to show liability on the part of the bank.*—*Harland v. Pe Ell State Bank*, 210 P. 681. Key No. 47.

(Mont.) A warehouse receipt is more than a mere acknowledgment that the grain mentioned therein has been delivered; it is also a contract by which the warehouseman agrees to deliver the grain or grain of a similar kind and like quantity.—*O'Neill v. Montana Elevator Co.*, 211 P. 222. Key No. 12.

(Mont.) Where an elevator company issued a warehouse receipt upon which was written that it was "to be held until an investigation can be made to find out if it was made in error or not," such writing was merely an agreement by the terms of which the holder consented to permit the elevator company a reasonable time to investigate the alleged mistake, and where a reasonable time had elapsed, the receipt became an unconditional one.—*O'Neill v. Montana Elevator Co.*, 211 P. 222. Key No. 14.

hold this equipment until his storage charges are paid, in view of the existing circumstances.—*The O. M. Co., Ottawa, Kan.*

Answer: Assuming, as we seem justified in doing from your letter, that you performed all the covenants on your part to be performed under your contract, it appears that the buyer did not put himself in a position where he can now complain when he failed to return the machine to you.

My advice is stop worrying about the self-styled warehouseman and the chattel mortgage and consult your local attorney and see if he cannot recover the balance of the purchase price due—through suit if necessary. Your inquiry is difficult to pass opinion on, as you do not state all the facts in your case, such as the terms of the original agreement, the contents of the chattel mortgage, whether it was filed or recorded, etc. This is a case for a local counsel to handle.

#### Unpaid Charges

**LEGAL EDITOR.** *Distribution & Warehousing:* Over a year ago we received for storage 1000 cases of canned sweet potatoes, and since they were put in our house we have not received a cent from our shipper covering either handling or storage charges. A local brokerage concern here also paid the freight on this car, which amounted to over \$300, and they have not been reimbursed for the money they paid out.

We have repeatedly requested the shipper to favor us with his check covering all or part of the accrued storage, but lately have been unable even to obtain a reply.

We were wondering if there is not some law which would permit us to sell these sweet potatoes at the best possible price in order that we may get our storage out of them and remit the shipper the balance. We thought possibly you might have had similar cases of this kind arising from time to time and would be in a position to advise us what action we might take to get our storage out of the goods.—*C. S. & F. Co., Cairo, Ill.*

Answer: As I understand it, in your State you have a lien for your storage charges and may sell the goods on notice to the owners. If you have not been through this proceeding before, it is my advice that you consult local counsel and let him handle the matter for you, as the goods must be sold strictly in accordance with the provisions of the statutes of your State.

#### Loss of Unlisted Goods

**LEGAL EDITOR.** *Distribution & Warehousing:* We are much interested in all matter discussed under the heading "From the Legal Viewpoint," as many of them are questions which we have had to decide for ourselves in our warehouse business the past fifteen years.

We are much interested in your first discussion in the March number relative to the claim of a depositor, whether in person or through a truckman, for the loss of contents of packages where the same were not specifically listed.

It occurs to us to wonder what evidence must be given by the plaintiff to



establish a fact that the goods in question were in the package claimed by him to contain them.

It has been our experience in several cases (never, however, as in any part of a lawsuit) that owners are often very hazy as to articles packed in any given receptacle. In fact, it is often the case that three to six different articles have to be opened by us when the owner comes to the warehouse to get out certain particular things from the contents.

Our question is, what would the Court construe as sufficient evidence that the contents of the packages were as claimed by the plaintiff where no list had been taken by the plaintiff or submitted to the warehouse?—*A. S. W., Arlington, Mass.*

Answer: I agree with everything you say about the memory of the average customer; still, you will find, if you ever have occasion to go to Court, that the customer has a wonderful memory so far as the goods he claims were lost or stolen are concerned. It is the duty of your attorney on cross examination to show his faulty memory as to other items of goods stored. All the plaintiff need say is that the goods were actually in the package; then the burden is on you to show they were not—that the plaintiff is mistaken—that the packages were not opened or tampered with, etc. It is well worth while, if possible, to devise a system that will account for all items.

#### Liability Case

THAT it constitutes "conversion" on the part of a railroad to refuse to deliver a shipment to a consignee, unless the latter will sign a receipt containing a notation to the effect that the shipment was "turned over to the consignee in good condition except old break," when it appeared that the carrier had originally issued a bill of lading acknowledging that the shipment was received by the carrier "in good condition," was the decision of the Supreme Court of Nebraska in the recent case of *Fred F. Shields & Co. vs. Chicago & N. W. Railway Co.*, reported in 186 Northwestern Reports at p. 332. The Court in deciding the case said:

"The delivery of the motor to the defendant at Cedar Rapids in good condition, as stated in the bill of lading, and its arrival in Omaha in bad condition, made out a *prima facie* case against the carrier that the injury was caused by its negligence, and cast the burden upon defendant to show that the damage was the result of causes which would exempt the latter from liability. (*Wabash Railroad Co. v. Sharpe*, 76 Neb. 424, 107 N. W. 758, 124 Am. St. Rep. 823.)

"In the event of a suit by the consignee against the carrier for damage resulting from injury to the motor, the presumption that the injury was the result of the carrier's negligence was a valuable right in favor of the consignee of which the carrier could not rightfully deprive him by insisting upon his sign-

ing a receipt so worded as to destroy or materially weaken it.

"Whether the injury to the motor was of recent origin or of long standing would have had an important bearing upon the liability of the carrier in the event of a suit to recover damages for such injury. The age of the break was in dispute, and the refusal of the defendant to deliver the motor to the consignee without a receipt from the latter admitting that the injury complained of was an 'old break,' was unreasonable. In law, it amounted to a refusal to deliver the motor upon demand, and entitled plaintiff to recover it by replevin or to sue for its conversion and recover its value. (*Dobbins v. D. L. & W. R. Co.*, 177 App. Div. 132, 163 N. Y. Supp. 849; *Loeffler v. Keokuk Northern Line Packet Co.*, 7 Mo. App. 185; *Christian v. First Div. St. P. & P. R. Co.*, 20 Minn. 21 [Gil. 12]; *Shellenberg v. Fremont, E. & M. V. R. Co.*, 45 Neb. 487, 63 N. W. 859, 50 Am. St. Rep. 561; *Moss v. Marks*, 70 Neb. 701, 97 N. W. 1031.)

"The Court having disposed of the case adversely to plaintiff upon plaintiff's evidence alone, we are under the necessity of assuming, for the purpose of disposing of this appeal, that the plaintiff's version of the transaction relating to the form of the receipt demanded is true. Assuming, as we must, that the receipt demanded was in the form indicated in plaintiff's testimony, we feel impelled to hold that the trial Court erred in taking the case from the jury and dismissing the action.

"The judgment of the lower Court is reversed and case remanded for further proceedings."

#### Briefs

*New Jersey*: The New Jersey Courts in a recent case held that, where furniture in good condition when it was shipped was delivered by a carrier to a warehouseman, and was later delivered in a damaged condition by the warehouseman to the owner, there was a presumption that it was damaged while in the possession of the warehouseman and the burden was on him to prove the contrary.—*Dantes vs. McGann*, 119 Atlantic Reporter p. 709.

*Oklahoma*: In a recent Oklahoma case the Court decided that in the absence of an express contract, a cold storage company is under an implied contract to keep the ordinary cold storage temperature for the preservation of property received.—*Hugo Ice & Light Co. vs. Richardson*, 209 Pacific Reporter p. 429.

*Oregon*: In the case of *Hansen-Rynnig Co. vs. Oregon Wash. R. Co.*, 209 Pacific Reporter p. 462, it was recently held that where a warehouseman received and stored goods for an agreed compensation he became liable for any loss or damage to the same resulting from his negligence while in his possession.

#### Receipt Decision

IN a recent interesting case it was decided by the United States Supreme Court that values given in express receipts are the maximum values that can be claimed in the event of a loss, even if the express receipts are not signed by the shippers.

In this case two trunks and a package had been shipped, and the express receipt recited that the company's liability was not to exceed 50 cents per pound, unless the true value of the articles shipped was declared and a higher rate of expressage accordingly paid for.

The shipper sued for \$1,500, on the theory that the Cummins Amendment makes every common carrier liable for the full actual loss, damage or injury to property notwithstanding the limitation of liability of the amount of recovery or representation or agreement as to value.

The Court decided, however, that, the shipper having accepted the benefit of the lower rate, it would be unfair to allow the shipper, in event of loss, to claim a higher value, and the shipper by receiving and assenting to the terms of the receipt was bound by it, as it thus became the written agreement between the parties, and it was presumed from the bill of lading and the published schedules that the shipper had knowledge that the rate of cartage was based upon the value.

#### Some Liability Rulings

*New Jersey*: It was recently held that under four Compiled Statutes of 1910, p. 21, a warehouseman is liable in New Jersey for any loss or injury to goods caused by his failure to exercise such care in regard to the goods as a reasonably careful owner of similar goods would exercise.—*Dantes vs. McGann*, 118 Atlantic Reporter p. 709.

*Iowa*: It was just a short while ago decided that under the Iowa Code Supplement of 1913, par. 3138 a 21, a warehouseman, in the absence of any agreement to the contrary, is liable for loss or damage to goods left in his care only where such loss or damage is caused by his failure to exercise the ordinary care an owner of like property would use under the circumstances, and that an owner suing a warehouseman for damages to stored goods has the burden of proving that the damages resulted from the failure of the warehouseman to exercise such care.—*Grady vs. Blue Line Transfer & Storage Co.*, 190 Northwestern Reporter p. 375.

*Oregon*: The Courts recently said while it is true that in the absence of a contract or a statute a warehouseman is not an insurer of the safety of goods while in his care, yet he is required to exercise a reasonable degree of care for their protection and is liable for any injury resulting to the goods from his negligence or failure to exercise due care.—*Hansen-Rynnig vs. Oregon Wash. R. Co.*, 209 Pacific Reporter p. 462.

# MATERIAL HANDLING

## Forum

Conducted by  
**MATTHEW WILLIAM POTTS**  
Consulting Authority on Material Handling

### Warehouseman Should Figure in Advance Whether a Given Piece of Equipment Can Save Money

**T**HE question is often asked, "Does the installation of material handling equipment always save the warehouseman money?" The right answer to this inquiry is of importance to the storage executive who is contemplating the use of such equipment, and it should be given consideration by those who have already made installations.

It is a salesman's business to make sales. Sometimes he will talk the warehouseman into purchasing a piece of equipment which will not even pay for itself, let alone make a saving over present methods.

The problem of what a given piece of equipment can and will do should be thoroughly understood before the order is placed. Unless the salesman is held to the point, he may not be inclined to mention what savings should be effected.

Accordingly the warehouseman should be familiar with some method of figuring what an installation will cost, and also he should be able to make calculations regarding his present handling costs. For illustration, let us assume a case in point.

**M**ACFARLAND is now handling assorted packages from a spiral chute at one end of his warehouse and distributing the packages to cars which are spotted at a platform 150 feet long. He has 2 men at the end of the chute loading the packages onto the platform hand trucks. During the rush he has 4 trucks in operation, each truck requiring one man to propel it. He generally loads 2 cars at a time and 2 men are used in each car to stow the packages. Thus we find:

	Men
1. End of chute loading platform, hand trucks .....	2
2. Trucking packages to car, 4 trucks each handled by 1 man.....	4
3. Stowing packages in 2 cars with 2 men in each car.....	4
Total men per hour.....	10

We will assume that these men are kept busy for at least 6 hours during every eight-hour day. Thus we find that the loading of these cars requires 10 men x 6 hours, or 60 man-hours. Figuring

the average wage as 40 cents, the cost with hand labor will be 40 cents x 60 man-hours, or \$24 a day. We will figure that this operation takes place on the average of 200 days each year. This gives us the yearly cost as \$24 a day x 200 days, or \$4,800 a year.

At this point a salesman endeavors to sell MacFarland a conveyor that will do the work quicker and cheaper. If the salesman does not show "Mac" what the saving will be, but is just trying to "put the sale across," it would be well for "Mac" to check up to find out whether he would be making a good investment.

We will assume now that the salesman is trying to sell "Mac" a platform slat conveyor to run the entire length of the 150 foot platform, and which would receive packages direct from the spiral chute. The conveyor is to be installed on a steel frame and will be waist-high so that a short length of gravity roller conveyor can be placed alongside to carry packages into the car. (A similar installation is shown in the accompanying photograph.) The use of this equipment will necessitate stationing one man at the first gravity conveyor to direct the packages into the car. (The second gravity conveyor will be fed by a diverting board, as shown in the photograph.) Two men will be required in each car as formerly. The new method can be stated as follows:

	Men
1. Diverting packages, first conveyor....	1
2. Stowing packages in 2 cars, 2 men in each car.....	4
Total men per hour.....	5

Using the same wage figures as before, the cost will be 5 men x 6 hours, or 30 man-hours. Multiply this by 40



Installation of this type (Standard) of platform slat conveyor, combined with a second gravity conveyor at center, may reduce labor wages under certain conditions and thereby cut down the warehouseman's handling costs. Note diverting board which routes boxes into freight car

cents per man-hour and we have a cost of \$12 a day, or, multiplying by 200 working days, an annual cost of \$2,400.

The salesman is thus able to place before "Mac" the following comparison between the hand and equipment methods:

Present hand method.....\$4,800 a year  
Conveyor method ..... 2,400 a year

Saving in wages .....\$2,400 a year

#### Other Factors

But this is not the whole story. When installing equipment there are many other factors to be taken into consideration. In order to suggest to the warehouseman how to avoid mistake in analyzing such a situation, the following is presented:

#### INVESTMENT:

Conveyor equipment purchased....\$2,500.00  
Installation charges (including motor, starting box, additional wiring, etc.)..... 300.00  
Total Investment.....\$2,800.00

#### FIXED CHARGES:

Interest on investment,  
\$2,800.00 @ 7%.....\$196.00  
Depreciation, \$2,800.00 @ 10% 280.00  
Insurance, \$2,800.00 @ 2%.. 56.00  
Total Fixed Charges.....\$532.00

#### OPERATION COSTS:

Repairs and maintenance  
(estimated) .....\$300.00  
Power, 2000 KWH @ 5c. per  
(estimated) ..... 100.00  
Oiling and minor adjustments. 50.00  
Total Operation Costs.....\$450.00

\$450.00

Total Annual Expense.....\$982.00

We must therefore add the total annual expense of the conveyor to the direct labor expense, thus obtaining a total cost of \$3,382 a year if the conveyor is installed. The new comparison of methods then becomes:

Present hand method.....\$4,800 a year  
Conveyor method..... 3,382 a year

Total saving in wages.....\$1,418 a year

With this figure "Mac" can easily decide if he desires to install the conveyor. He can see that the equipment will pay for itself if used for a period of years, but it would also be a good investment if used for only one or two years.

It is possible that some of our readers are now contemplating the installation of material handling equipment. If so, and they feel that they would like the investment checked up, they may submit their data and problem to this Forum and we will be pleased to go over the figures and give an unbiased judgment.

#### Master Trucks Reorganized

Reorganization of the Master Trucks, Inc., has been completed, following dismissal, recently, of a petition in bankruptcy filed against the company.

The new corporation known as Master Motor Corp. has been organized and has purchased all assets and good-will of the old organization, and will operate the company's truck factory at 2381 Archer Avenue, Chicago.

## Ford "Mule" Is Cutting Labor Costs in New Orleans Warehouses



This "home made" machine, fashioned out of a Ford chassis, enables seven men to do a warehouse trucking job which formerly required eighteen men

THE "Ford Mule," product of a period of emergency and since proven by experience to be practical in transporting goods in large warehouses, is becoming popular in storage plants in New Orleans. The accompanying photograph shows the "mule" as used by the Mississippi Shipping Co. in its warehouses in the Crescent City.

An imaginative superintendent of the stevedore department of the Mississippi Shipping Co. conceived the idea of this new piece of material-handling equipment. The cost of labor was high and the company's warehouses were large. From shipside to some points in the company's Robin Street wharf plant is several hundred feet. It was necessary to truck inbound and outbound cargoes long distances by hand—an expensive way of handling goods.

The superintendent, casting about for economy in both cargo movement and time, thought of the Ford. Through a Ford dealer a chassis was cut down to 68 in. and mounted on 16-in. cast wheels with solid rubber tires.

Thus the "Ford Mule" came into existence. The machine turned out to be so successful that five others were ordered and now are being used by the Mississippi Shipping Co., and at least one of the large public warehouse companies is operating a "mule."

The "mule" and seven men do the work of eighteen men who formerly did the trucking in the warehouse and on the Mississippi levee. The machine will pull 8000 lb. loaded on three roller-bearing "dollies." It is speedy and turns in its own length.

The superintendent who devised the "mule" claims to have saved approxi-

mately half the former cost of hauling freight.

#### Promoting Sale of Service

As a service to warehousemen and other purchasers of its line of equipment, Landers, Frary & Clark, Connorsville, Ind., manufacturers of vacuum cleaners and scrubbing machines used in household goods storage plants, has increased its advertising service which it provides for companies using the equipment.

The Connorsville firm's policy is that the interest which the makers have in users of their equipment does not end with the sale of the equipment. An announcement by the manufacturers adds: "It has been our experience that most commercial carpet cleaners find it difficult to get appropriate advertising matter at reasonable prices. We have therefore, through our advertising department, prepared a line of advertising for a publicity campaign.

"This consists of fine folders, printed in four colors, for mailing and personal distribution; novel posterettes to be attached to bundles, statements and any correspondence; colored lantern slides with customer's name imprinted on them, for use in moving picture houses; a variety of newspaper cuts with copy suggestions; bundle inserts, blotters and postcards; and many other new things are being planned. These we are placing before our customers at a price barely covering their cost."

Samples of any of the foregoing may be obtained by writing to the company. Address the United Vacuum Appliance Division.



# WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

## National Chamber of Commerce Members in Referendum Endorse Existence of Trade Associations

**A**PPROVAL of the existence of properly functioning trade associations for each important branch of industry and commerce in the country was voted by business organizations affiliated with the Chamber of Commerce of the United States in a preliminary referendum canvass, results of which were announced in Washington on April 19 by the national chamber. Eight separate propositions relative to the activities of trade associations were submitted. The affirmative prevailed by good majorities in every case. The propositions and the vote in each case follow:

"First: Because of numerous useful and important functions of obvious propriety, trade associations should exist for each important branch of industry and commerce." Result: For, 1692. Against, 6. Necessary to carry, 1132.

"Second: A trade association should have such a membership that it can be representative of the industry in connection with problems affecting the general advance of the industry." Result: For, 1675. Against, 5. Necessary to carry, 1120.

"Third: A trade association should be prepared to consider all problems affecting the general advance of its industry or branch of commerce." Result: For, 1666. Against, 14. Necessary to carry, 1120.

"Fourth: Trade associations should continue free from special forms of governmental control." Result: For, 1596. Against, 86. Necessary to carry, 1122.

### Statistics Approved

"Fifth: Statistics of capacity, production, stocks and sales should be collected by a trade association for its industry or branch of commerce." Result: For, 1653. Against, 20. Necessary to carry, 1116.

"Sixth: Statistics of actual prices in closed transactions should be collected by a trade association for its industry or branch of commerce." Result: For, 1520. Against, 133. Necessary to carry, 1103.

"Seventh: Any interpretation of statistics or other comment which could induce or facilitate concerted action on the part of members should be omitted by a trade association." Result: For,

1487. Against, 130. Necessary to carry, 1079.

"Eighth: Statistics of capacity, production, stocks, sales and prices a trade association should make as available to the public and to government agencies interested in following the course of the industry and commerce as to members." Result: For, 1334. Against, 282. Necessary to carry, 1077.

### Against Federal Control

The propositions were taken from the report of the special committee created by action of the directors of the chamber in 1922 to "make a general survey of trade associations, consider activities of trade associations which are in the interest of the public and of the fields of enterprise which are represented." Philip H. Gadsden, Philadelphia, vice-president, United Gas Improvement Co., headed the committee.

The committee expressed itself as of the opinion "that, while a minority of trade associations may have engaged in practices which have laid them open to complaint under the law with respect to restraints of trade, the vast majority have proved their great value for the advancement, day by day, of the processes of production and distribution."

In expressing opposition to government control of trade associations, the committee said:

"The possibility that a trade association may err by violating a statute no more justifies any attempt on the part of governmental authority to control trade associations in all their activities than the possibility of illegal acts on the part of individuals warrants like supervision over all their actions. Such supervision would inevitably restrict the freedom of action of trade associations in meeting the problems which they exist to solve."

The committee laid down as its recommendations three rules with relation to the statistical activities of trade associations, as follows:

"Reports of members to their associations should be accurate and sufficiently complete to prevent misconstruction.

"As distributed to the membership, the statistics should not be accompanied with any interpretation or other comment

which could induce or facilitate concerted action on the part of members.

"All statistics regarding prices should be confined to closed transactions, and should not refer to pending transactions or future transactions."

Summarizing its conclusions, the committee said:

"The committee believes that trustworthy information concerning capacity, production, stocks, sales and prices is essential to the effective operation of industry and trade under competitive conditions. The voluntary reporting of such information to trade associations and the subsequent publication and dissemination of such information in a manner which makes it available not only to contributors but also to consumers and to the public generally, is beneficial alike to the field of business and the public and does not constitute a restraint of trade."

### Trade Bodies Create Democracy

**T**RADER associations have been developed to create democracy within an industrial group and not "as a life saver to business not fitted to survive fair competition," E. W. McCullough, manager of the Fabricated Production Department of the Chamber of Commerce of the United States, said at the annual convention of the American Paper and Pulp Association in New York on April 12.

While trade associations had developed methods of service to individual members, he declared, "the industry as a whole has first call upon the service of the organization."

The task of the trade association, Mr. McCullough said, was "the bringing together of hundreds of competing units in occasional meetings and conferences to select from the problems of an industry those which are the most important and common to the greater number.

"Before any problem can be dealt with successfully," he continued, "these competing minds must be brought to a realization that competition must for the moment be forgotten and a democracy created that will secure equality

of opportunity for all and preference for none, for it is only by that process competing members will stand shoulder to shoulder in fighting for the common good.

"From the time when organizations were created largely for defensive purposes to oppose inimical legislation, both national and State, and to resist unjust demands of those in control of our materials and transportation, we have passed into an era vastly more constructive and important, that of advancing in the industry to higher levels, not only in the mechanics of production, but in commercial practices in the industry and service to the ultimate consumer.

"Too many join cooperative associations as they buy service from private organizations, with the feeling that the

fee or dues paid is all there is to it, and that service and benefits will at once flow through the secretary's office.

"Recently there has been some turning to private agencies for statistical service, giving as a reason that their association did not seem to be able to supply it, yet this data must be secured, if reliable, largely from the concerns making up the association. The very members who complain are frequently contributors to the delinquency of the association in functioning—they do not furnish their quota of information.

"The moral obligation of a voluntary trade association is or should be binding.

"Members who do not so regard it thereby contribute to the failures of those efforts of the association which do not succeed.

"To determine whether a trade association action or undertaking falls within prohibition of law is not difficult for an average group of business men. In most of the trust law cases tried the intent to disregard the law is rather clearly shown. Again, in those instances where the consent decree method of settlement was employed, there is a suspicion that the violations were more than merely technical.

"Therefore, it would seem that until by amendment or other means of clarification our trust laws are made so that the average business man may read and understand them, the trade association that steers its course away from monopolies or restraints which deprive others of a fair opportunity are in no danger."

## American Warehousemen's Association

### New Members

THE election of new members in the American Warehousemen's Association is announced by Charles L. Criss, general secretary, Pittsburgh, as follows:

Essex Warehouse Co., Newark, N. J. Affiliation is with the merchandise division. William Callan is president, and Morris G. White, Jr., is secretary and treasurer.

Greenfield Storage Co., Greenfield, Mass. Affiliation is with the merchandise, household goods and cold storage divisions. Joel M. Stearns is owner and manager.

Hartford Despatch & Trucking Co., Hartford, Conn. Affiliation is with the merchandise and household goods division. E. G. Mooney is president and treasurer, and F. T. Honeyman is secretary.

Lincoln Fireproof Warehouse Co., Milwaukee. Affiliation is with the merchandise and household goods divisions. Lawrence Oster is president and Sam C. Eisendrath is secretary and manager.

Memphis Terminal Corp., Memphis, Tenn. Affiliation is with the merchandise division.

Security Storage & Transfer Co., Ltd., Regina, Saskatchewan, Canada. Affiliation is with the household goods division.

Try-Me Transfer & Storage Co., Huntington, W. Va. Affiliation is with the merchandise and household goods divisions. Harry D. Stuart is president and Carl F. Bailey is secretary and treasurer.

Union Transfer & Storage Co., Houston, Tex. Affiliation is with the merchandise and household goods divisions. L. G. Riddell is president and C. C. Geiselman is secretary.

### Membership Campaign

"Every Reputable Warehouse a Member of the A. W. A." is the slogan which has been adopted in connection with an intensive membership drive which is to be conducted during the week of May 14 by the general membership committee, of which H. E. S. Wilson, vice-president of Campbell Stores, Hoboken, N. J., is chairman.

In a letter appealing to the various local associations, Mr. Wilson writes:

"We are seeking the support and co-operation of every local association. A number of these organizations are a hundred per cent A. W. A. members. Where do you stand? The A. W. A. is always ready and willing to assist the local associations; we believe you are quite ready to reciprocate the favor and will give this drive your boost. Our goal is 1000 members.

"We would be pleased to forward leaflets and application blanks or furnish you any particulars, if you so desire; or our district or State chairmen would gladly follow any suggestion."

A circular distributed by the committee to individual warehouse companies contains a list of officers and directors, costs of membership dues, and the association's declaration of principles, and carries the following ten reasons for taking membership:

1. "It is the oldest association of its kind in existence.

2. "It is national in scope and has most of the substantial warehousemen, leaders in the business, as members.

3. "It stands for sound business principles and the best interests of the industry and is well regarded by the Government and bankers throughout the United States and Canada.

4. "The association by united, constructive and sane leadership, has secured valuable legislation for the protection of warehousemen.

5. "It does collectively and more effectively what the individual or single member cannot or will not do. It coordinates our activities by organization and enables us to keep pace in the march of progress.

(Concluded on page 32)

## National Furniture Warehousemen's Association

### New Members

THE election of new members in the National Furniture Warehousemen's Association is announced by Ralph J. Wood, Chicago, secretary, as follows:

Bekins Fireproof Storage, Portland, Ore. Daniel Bekins is owner.

Boehl Storage & Moving Co., St. Louis.

Central Storage Warehouse, Inc., Springfield, Mass. T. W. Hyde is president, L. J. Daniel is manager and Charles W. Webb is assistant manager of the storage and transfer department.

Colorado Transfer & Warehouse Co., Pueblo, Col.

Dane's Express Line, Milwaukee, Wis.

Milliner Transfer & Fuel Co., Caldwell, Idaho. C. M. Milliner is proprietor.

O. K. Transfer & Storage Co., Fort Smith, Ark. George Schaffer is president and Frank R. Schaffer is secretary and treasurer.

Pihl Transfer & Storage Co., Portland, Ore. H. M. Pihl is manager and M. P. Pihl is operating executive.

Santa Ana Transfer & Storage Co., Santa Ana, Cal. R. S. Dickinson is president, E. U. Dickinson is secretary. W. J. Morrison is treasurer and R. R. Dickinson is manager.

Spokane Transfer & Storage Co., Spokane, Wash. Millard Johnson is president, treasurer and manager, and W. B. Fohlin is secretary.

Union Storage & Transfer, Ltd., Winnipeg, Manitoba, Canada. R. G. McKeag is president and George H. McKeag is secretary-treasurer and manager.

Yakima Transfer & Storage Co., Yakima, Wash. J. J. Crawford is president. W. E. Norton is secretary and treasurer.

These bring the N. F. W. A.'s membership up to 620 companies.



**New Executive Secretary**

H. Reimers of Pittsburgh, Pa., has been selected by the N. F. W. A. to be its executive and field secretary, succeeding William H. Schaefer who resigned some months ago. Mr. Reimers will occupy the N. F. W. A. offices at 765 Oakwood Boulevard, Chicago, beginning about June 1, and will get acquainted with the association's members generally when he attends the Mackinac Island convention in July.

With wide experience in the auditing departments of various railroads, Mr. Reimers comes to the National from the employ of the Burroughs adding machine people. With the Burroughs company he investigated the auditing and bookkeeping systems of many manufacturing, industrial and kindred concerns and made installations of the Burroughs machines, on occasions entirely rearranging various companies' systems.

**To Spread Cost Finding**

This kind of work has served to make the new executive secretary peculiarly fitted, in the opinion of the National's directors, to carry out plans which the association has been formulating for some months past—namely, to spread the gospel of scientific cost accounting among the many N. F. W. A. member companies which have not given this problem the attention which it deserves.

Prior to formally assuming his official duties on June 1, Mr. Reimers is endeavoring to lay the groundwork for his activities by making a first hand study of household goods warehousing. He has been absorbing practical ideas at the plants of some of the member companies of the N. F. W. A. in Pittsburgh. During May he will be in New York, visiting various of the metropolitan warehouses under the guidance of William T. Bostwick, an N. F. W. A. director, who is chairman of the association's cost accounting committee. By June 1 Mr. Reimers expects to have picked up more than a little knowledge regarding the furniture storage business, particularly regarding warehousemen's auditing, bookkeeping and cost finding methods as pursued by some of the leading companies.

**Method to Be Determined**

After Mr. Reimers has established himself at the association's Chicago office, plans will be worked out for creating wider interest, in cost accounting, among the National's members. Just how this work will be carried on has not yet been definitely determined. The method of procedure may be devised by Mr. Reimers himself, based on his experiences in installing bookkeeping systems while with the Burroughs people.

It may be that the new secretary will base his work on a group plan in cities where N. F. W. A. members are favorable to adopting the cost accounting system which the association made public many months ago. Or he may install the system at warehouse plants individually. Probably a lot of his advisory work will be done by correspondence.

(Concluded on page 38)

**American Warehousemen's Association**

(Continued from page 31)

6. "It furnishes its members with full and early information affecting the warehouse industry, court decisions and opinions, projected warehouse enterprises and routine work of the association and its committees in the monthly bulletin, and the annual report contains complete record of all papers, reports, discussions, actions, etc., of the annual convention of the association.

7. "It interprets the needs of its members and supplies those needs as far as possible. It makes known the aims of our business by giving expression to our views. It crystalizes opinions.

8. "No other organization can so effectively serve your interest because other organizations are either local in influence and work, or restricted in object or endeavor.

9. "By meeting at the annual convention warehousemen in every branch of the industry, its members are educated in the problems which are common to all. Your expression and association is bound to benefit the organization.

10. "The association can be helpful to you—you can be helpful to it. Your name added to the roster not only brings you valuable and authoritative information but gives increased strength and enables your business to express itself more effectively."

**Advertising Awards**

The A. W. A. directors at their meeting in New York in April approved the decisions of the public relations committee—L. T. Crutcher, Cleveland, chairman—in awarding prizes of \$15, \$10 and \$5 for the best three exhibits at the warehousing advertising display, held in Cleveland last December in connection with the annual convention.

First award goes to the Security Storage & Safe Deposit Co., Norfolk, Va., whose exhibit was considered the outstanding one of the display. It was mounted in advance by the company and included all kinds of advertising material with which the Security reaches the public and was artistically arranged.

Second prize went to the Jackson Express & Van Co., Chicago, the exhibit comprising an enormous book containing all the advertising and publicity clippings which the company has placed in magazines and newspapers, together with the large signs showing the company's warehouses and motor vans.

Third award goes to the Southern Bonded Warehouse Corp., Petersburg, Va., the "high spot" of this exhibit being the arrangement designed to emphasize the company's telephone number, 54, which is always featured locally in the Southern's advertising.

It was announced by Mr. Crutcher that his committee will undertake to make

the advertising show a permanent feature of coming A. W. A. conventions. Last year the committee started its work rather late, and the responses were not as numerous as had been hoped for, but the display attracted constant attention. This year an earlier start will be made, and a "give it to us now" letter will be sent by the committee shortly to all members, who will be asked to compile their individual exhibits far in advance and send them, mounted and ready to install, in due time before the opening of the convention.

The directors discussed plans for the annual meeting in December. Invitations from a number of cities were considered, but no decision was reached as to the convention place.

It was announced that the executive committee of the merchandise division would hold a meeting of its own very shortly at French Lick Springs, Ind., to consider plans for developing the activities of that division.

**Special Committee**

President W. W. Morse, Minneapolis, announces the appointment of the following special committee on bonded warehouses:

D. L. Tilly, New York, chairman; R. W. Dietrich, New Orleans; P. L. Gerhardt, New York; Philip Godley, Philadelphia; S. M. Haslett, San Francisco, and S. H. Verrall, Chicago.

R. M. King, Syracuse and Gerald Fitzgerald, Los Angeles, have been added as sub-chairmen of the membership committee of the merchandise committee.

**Receipts Situation**

A plan is under way for the cooperative printing of the standard forms of warehouse receipt which were adopted at the A. W. A. convention in Cleveland last December. This work, designed to effect economies, is in the hands of George A. Rhame, Minneapolis, secretary of the Central Warehousemen's Club and of the Minnesota Warehousemen's Association.

**Roster Issued**

The A. W. A.'s "Directory of Members" for 1923 appeared in April, published from the office of Secretary Criss in Pittsburgh. As an improvement over the previous volume, the new edition marks, as explained in the foreword, "the first attempt to secure and publish the personnel of the member companies."

The roster as of March 1 shows a membership of nearly 500 companies, including nine in Canada, two in Japan and one each in Cuba, England and Hawaii. These companies represent 169 cities and towns.

Commenting on the fact that the A. W. A. is cooperating with the Department of Commerce and the Domestic Distribution Department of the national Chamber of Commerce, looking toward simplification and standardization of



forms and practices, the book says:

"The association confidently asks and expects the assistance of shippers and storers in advancing this work."

#### A. W. A.-C. W. C. Annual

The 1922 annual has appeared, also from Secretary Criss' office. This book, arranged and compiled by Mr. Criss as the A. W. A.'s secretary, and George A. Rhame, Minneapolis, secretary of the Central Warehousemen's Club, contains the proceedings of the thirty-second annual convention of the A. W. A. and the fifteenth annual convention of the C. W. C., both in Cleveland last December.

The cost of the annual to persons not members of the two associations is \$5.

### Buffalo Furniture Warehousemen's Association

#### Protest Against Bill

THE Buffalo Furniture Warehousemen's Association at its April meeting took action protesting against the bill which, introduced in the New York State Legislature by Assemblyman Kiernan, would compel every public warehouseman to be bonded and which also would place upon the warehouseman the burden of proof in case of loss or damage of goods in their care.

Individually the members of the Buffalo association have written to State legislators protesting against enactment of such a law.

Joseph W. Glenn, of Buffalo, president of the New York State Warehousemen's Association, called upon various local bodies throughout the State to protest and the responses were immediate.

The Kiernan bill was brought to the attention of the Buffalo warehousemen by William T. Bostwick, New York, who is secretary of the State organization.

### Connecticut Warehousemen's Association

#### A Few Wisdom Sparks

HERE are some thoughts worthy of consideration by men in warehousing. They are presented by W. Tresckow, chairman of the public relations committee of the Connecticut Warehousemen's Association:

"The opinion of high authorities in the business world is that one of the greatest problems of the next twenty years will be that of distribution of merchandise.

"Manufacturing is expanding. The railroad situation presents no warranty of returning to conditions of the past. Competition for trade will be extremely keen. The demand for warehousing facilities will be greatly on the increase,

and this from concerns which have not patronized public warehouses to any extent and are not yet familiar with them as aids to the continuity of operations and increased sales due to quicker deliveries at perhaps lowered costs.

"All this will mean that bankers are going to be asked to finance more merchandise in transit and storage, and that the warehouse receipt will have a totally new significance in the commercial banking world. This clearly presents three lines of action for the warehouseman:

"First—Set your house in order by way of standardization of forms and procedure so that there will be no unnecessary obstacles on that score in the way of distribution.

"Second—Standardize the warehouse receipt so as to make it as convenient a medium to use as is possible, and this without danger to the user.

"Third—Acquaint all prospective users of the means they may take in aiding the continuity of their operations and the possibility of increased sales due to the superiority of warehouse service as compared with service from the factory store room.

"Fourth—Acquaint the banker with the new demands that will be made on him and show him the uses of the public warehouse in the stabilization of prices and in the logical extension of the service of the factory in so far as maintaining maximum sales is concerned."

### Minnesota Warehousemen's Association

#### Yearly Convention

AT the annual meeting of the Minnesota Warehousemen's Association, held in Minneapolis on April 20, officers were elected as follows:

President, J. P. Feuling, president Central Warehouse Co., St. Paul.

Vice-president, Thomas J. Skellet, president the Skellet Co., Minneapolis.

Secretary-treasurer (reelected) George A. Rhame, Minneapolis.

Directors, including Mr. Feuling and Mr. Skellet *ex officio*, were chosen as follows:

Representing merchandise section, George Hamley, president Colonial Warehouse Co., Minneapolis. Representing household goods section, H. L. Halverson, secretary Boyd Transfer & Storage Co., Minneapolis. Representing cold storage section, William D. Sammis, secretary Produce Refrigerating Co., Minneapolis. For Duluth territory, George L. Gross, secretary Northern Cold Storage & Warehouse Co., Duluth. At large, W. W. Morse, president Security Storage Co., Minneapolis.

Preceded by the customary dinner, at 6.30 p.m., the meeting took place at the Minneapolis Traffic Club and was attended by fifty men representing twenty-five companies.

An odd incident was receipt of a telegram from the Missouri Warehousemen's Association, holding its annual meeting in Kansas City, on the same date. It was similar to a congratulatory message which the Minnesota association had just sent to Kansas City; communications passed on the way. The incident showed a unanimity of spirit between these two State organizations.

A letter was read from P. W. Frenzel, manager St. Paul Terminal Warehouse Co., on behalf of the St. Paul warehousemen urging that the Minnesota association extend an invitation to the Central Warehousemen's Club to hold its mid-summer meeting in St. Paul, and the Minnesota association followed Mr. Frenzel's request by preparing a formal invitation to the C. W. C. to hold the meeting in the Capital city.

This problem is expected to be settled definitely soon, as George A. Rhame, secretary of the Minnesota association, is secretary also of the Central organization.

When the election was the next order of business it was found that George Hamley, being president of the Central Club, would decline to serve another year as head of the Minnesota association, so he was eliminated from the balloting.

### Missouri Warehousemen's Association

#### Third Convention

Story by Ben S. Brown

THE Missouri Warehousemen's Association seems to have sprung into an unusual degree of prominence among State associations in the two years of its existence. Three characteristic phases of its third convention, held in Kansas City, April 20 and 21, give insight into the reasons for this prominence:

First: The thoroughness of inquiry before action.

Second: The aim at ultimate best solution of problems, rather than immediate oratory.

Third: The heartiness and sincerity of cooperation.

All three of these characteristics were doubtless responsible for the fact that the convention was attended by warehousemen from many States; the guests including President W. W. Morse of the American Warehousemen's Association and President F. L. Bateman of the National Furniture Warehouse Association.

The group sessions of the convention reflected a desire of warehousemen from other States to enter actively into this association's deliberations and discussions, as associate members, because of the constructive nature of the work. Such visitors were largely from other State associations that are also alert to the necessity for constructive cooperation, and wish the advantages that come from the disclosures of experience by others. In some cases, visitors are from States that have not active bodies, inspiration being conveyed to them as well as practical

ideas for individual and for association action.

#### **Bonding Situation**

The outstanding action of the third Missouri convention—the second annual meeting—pertained to the establishing and raising of standards of warehouse service, for the public benefit. It seems that under present practice only the warehouses that are extremely punctilious regarding obligations to customers, carry bonds protecting customers—they being the firms that always make good anyway. But there are said to be no elements of machinery whereby the public can be assured of reliable warehouse service from others not possessing prestige or carrying bonds. The result is that the industry as a whole does not stand before the world, in Missouri, as one that the public or individual firms can patronize with absolute confidence, assurance being given by disinterested agencies of their fidelity.

Despite the fact that the high-standing companies that are bonded have an advantage in competition through such bonds, the association has gone on record in behalf of the bonding of all warehouses, merchandise and household and cold storage. Missouri has a law under which warehouses in cities of 50,000 population and over shall be bonded. This law, it is said, is not enforced, because prosecuting authorities have no particular obligation or reason for ferreting out warehouses lacking bonds. The Missouri association, therefore, in the public interest and for the industry, and pursuant to action by this convention, will survey the field in the larger cities, will discover the warehouses not bonded, gather evidence, and lay such evidence before the authorities. If necessary the association will employ counsel for the building of the technical materials for prosecution, to assist the prosecuting authorities when such aid is desired.

Furthermore, efforts will be made to secure legislation extending the requirement for bond to every warehouse in the State, whatever the size of its community. This action resulted from motion of a warehouseman in a smaller city not under the present law, John F. Martin, of Joplin, Mo. It was remarked in discussion that one of the largest warehouses in the Kansas City district was unable to secure a bond because of some phrasing in the present law restricting bonded warehouses, apparently, to larger cities.

Following the convention it was remarked in casual conversation that the Better Business Bureau of the Advertising Clubs might render valuable service in this regard; having facilities and skill in investigations and prosecutions of such cases as that of a warehouse advertising as bonded when it is not bonded.

While the sentiment favored company bonds, it was considered inadvisable to seek prohibition of personal bonds, as smaller yet perfectly reliable companies might for reasons prefer the personal bond—the decision as to acceptability being left with the Circuit Court that approved the bond.

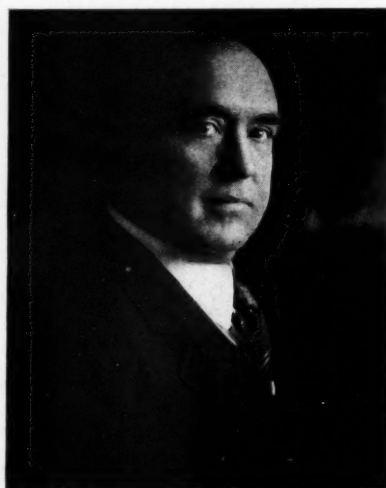
The work regarding bonds represented the thoroughness with which the Missouri

association tackles a job. A. H. Amelung, chairman of the standing committee on "Bonds," made an exhaustive report, recording results of extensive correspondence with bonding companies and others. Discussion revealed also a disparity in bond costs and in coverage, the costs, reported from this State and others, ranging from \$25 to \$500. It was generally assumed that "coverage" meant simply guarantee of fidelity, rather than bonding for particular large sums—the disparity in rates indicating that bonding companies figured from such angle. The bond discussion embraced all three branches of the storage business.

#### **Insurance and Legislation**

D. S. Adams, chairman of the insurance committee, demonstrated similar painstaking work toward substantial objective. He had sent a questionnaire throughout the State, to which there was a gratifyingly large response, thereby

#### **Daniel P. Bray**



*Kansas City alderman and storage executive elected president of the Missouri Warehousemen's Association*

securing data on the storage companies carrying employers' liability insurance, the companies they used, and other elements. This material was put into the hands of the proper authorities and agencies, particularly reaching the rating bureau. And it provided the essential data on which the actual experience of the companies in Missouri could be shown, and the companies themselves could see the justice of request for rate revision. One or two hints as to seeking service from reciprocals were passed over, as the warehousemen are largely expecting equitable service from stock companies, apparently.

In discussion of legislative matters the situation was disclosed that in the past Missouri Legislature there seemed a definite disposition to reject and disapprove bills sought by business. Certain industries were, it is said, denied opportunity to appear before committees to give facts and data on measures desired

or affecting them. The most striking instance was in respect to a bill to remove a conflict between two State laws, one requiring two weeks' daily advertising, one requiring four weeks of once-a-week advertising, of unclaimed merchandise, before sale. Representatives of warehousemen were unable to secure hearing on this measure.

Warehousemen have been joining the Associated Industries of Missouri, which has well developed facilities for representation at Jefferson City; but the tendency is also to send substantial delegations to the State capital on occasions to help legislators to get understanding of public benefit of bills.

Discussion of desirability of Public Service Commission control of the warehouse business divulged variety of experience in various States, and opinion in Missouri. By resolution, the legislative committee was instructed to investigate this subject thoroughly, and make a report to the next meeting.

#### **Merchandise Meeting**

W. A. Sammis, vice-president in charge of the merchandise division, conducted the special meetings of this branch, Friday afternoon and Saturday morning. Several warehousemen from other States took part in the discussions. The division had a year ago adopted tentatively uniform warehouse receipt forms, which had been used by several the past year; these forms were formally adopted. Much work has been done on uniform forms, many having incorporated them in practices the past year, and distinct progress being demonstrated toward carrying out in this locality the idea as to uniform forms. Equal progress seems indicated for the coming year, discussions producing the information and inspiration for adoption by more and more firms.

Exchange of information as to handling costs indicated that these costs have increased materially, the average increase probably being around 15 per cent, in the past year, in labor costs alone. Some companies have installed efficient accounting systems and have been able to keep close track of the relations of costs; a few have already taken steps toward overcoming the discrepancy between costs and revenue in this department.

"Accounting system" is one of the definite objectives of the association, and each meeting shows more and more firms installing adequate cost finding systems. It seems recognized that improvement in this respect is a matter of growth and education, the steady increase pointing to ultimate general usage.

#### **Household Goods Meeting**

D. P. Bray, vice-president, presided over the meetings of the household goods division. Howard Lathrop had collected a mass of valuable material regarding reasons for paper impressions on furniture, including technical explanations and suggestions from varnish manufacturers and others. His own further comments, embodied in his report, and the comments by warehousemen from the floor, indicated that assurance is lacking as to



## Missouri Warehousemen Hold a Banquet



Occasion: Convention of Missouri Warehousemen's Association. Scene: Kansas City Club. Time: Evening of April 20, 1923. Dramatis personæ: Members—and the ladies!—of Missouri association and their guests, including W. W. Morse, Minneapolis, president American Warehousemen's Association, and F. L. Bateman, Chicago, president National Furniture Warehousemen's Association

ideal preventive means, but that evasion of danger seems indicate in methods of packing.

O. W. Thomas made a strikingly pithy and straight-to-the-point talk on handling freight claims for customers, especially urging conscientious attention to character of claims and claimants and fullness of data, before full indorsement to railroads. He advised the best possible service and cooperation by warehousemen for exact justice, even though involving burdensome routine.

Discussion of transportation equipment aroused keen interest. After many remarks that the motor truck is uneconomical in household goods transfer business—but inevitable—L. L. Leonard declared that the greatest thing to happen in this industry is to get down to actual cost accounting in transportation. Competition in size of vans was deplored as being in a factor that one could attain as easily as another merely by ordering a larger van, whereas effective competition consists in care, courtesy, honorable dealings, personality.

### Cold Storage Meeting

E. L. Winterman, vice-president, was in charge of the meetings of the cold storage section, in which E. M. Dodds and Fred Richardson, Kansas City; H. C. Herschman, St. Joseph, and R. H. Switzler, St. Louis, took active part. The session developed valuable material in interchange of experience and observation on present conditions in these three larger cities of the State. There was comment that Missouri is the only important State in which there are no laws directly affecting or regulating the cold storage warehouse business.

### Convention Notes

The sessions, both general and divisional, were held at the Kansas City Club, claimed locally to be the finest establishment in the United States of a business men's organization. Through the arrangements committee and members of the Kansas City Warehousemen's Association the courtesies of the Club were

granted to visitors during their stay, and these were availed of by several.

Entertainment and general arrangements were in charge of a committee headed by S. C. Blackburn, who gave

### ELECTION OF OFFICERS

AT the annual convention of the Missouri Warehousemen's Association officers and directors were elected as follows:

President, Daniel P. Bray, president Monarch Transfer & Storage Co., Kansas City.

Vice-president household goods division, Julian M. Gibson, vice-president New York Storage & Moving Co., St. Louis.

Vice-president cold storage division, R. H. Switzler, secretary St. Louis Refrigerating & Cold Storage Co., St. Louis.

Vice-president merchandise division, F. R. Long, manager S. N. Long Warehouse, St. Louis.

Secretary, W. A. Sammis, secretary Central Storage Co., Kansas City.

Treasurer, H. C. Herschman, president St. Joseph Warehouse & Cold Storage Co., St. Joseph.

Directors, the foregoing and D. S. Adams, vice-president Adams Transfer & Storage Co., Kansas City; L. L. Leonard, vice-president General Warehousing Co., St. Louis, and F. A. Tonnies, president Tonnies Transfer & Storage Co., Joplin.

credit to Mrs. Ellis Leritz for ladies' entertainment, to H. H. Smith for Meadow Lake Country Club arrangements, to John A. Groves and others for program work, and to W. A. Sammis for transportation arrangements.

The ladies were entertained at lunch-

eon Friday in a private dining room of the Kansas City Club, at a theater Friday afternoon, and at luncheon at the Sophian Plaza, the newest suburban hotel, Saturday noon. They joined the men in the banquet, Friday evening, followed by a dance, and in the boulevard drive Saturday afternoon, followed by dinner at the Meadow Lake Country Club. The convention hostess of the Chamber of Commerce, Mrs. H. H. Grissom, attended to details of entertainment and looked personally after the welfare and pleasure of the visitors.

President Morse of the A. W. A. was the orator at the banquet held at the Kansas City Club. He outlined the important service of the American, showing its fine accomplishments and its plans for immediate future benefits. He stressed the value, for the prestige of the industry, of the Encyclopedia of Warehousing, soon to be issued, which is in demand by libraries and in foreign countries, as well as by business organizations.

In the discussion over relative advantages of motor trucks and horse drawn vehicles, a novel suggestion was made by L. L. Leonard, provoked, evidently, by comments on his romantic interest in horses that has not been carried over to motors. He expressed curiosity to know the response that might come from the public for a household goods warehouse company that would put into service fine, high class horses, of the type used by packers, with elaborate harness—the kind that would surely attract children and adults.

D. P. Bray contributed a new idea for the use of companies entering competition in size of vans. He said they would soon add two stories and put in elevators.

The General Warehousing Co., St. Louis, provided a display of forms which were carefully studied by the visitors.

President Bateman of the N. F. W. A. was present throughout all sessions and responded with valuable information and suggestions when asked to speak on discussion subjects.

S. M. Woodson, formerly president and



general manager of the D. A. Morr Transfer & Storage Co., one of the most active members of the local, was an interested visitor at the convention. He is now secretary of the Mercantile Trust Co., Kansas City, entering banking after he sold his interests in the storage business.

Melvin Bekins, Omaha, Neb., reporting former experience with electric trucks, believed that they would "come back." He also contributed, to the van size discussion, his firm's standardization plan on 600-cubic-foot bodies on 2-ton chassis, and 850 to 900-cubic-foot van body on 3½-ton chassis. P. J. Mills, Des Moines, Iowa, made many suggestions, especially on laws, instancing recent Iowa enactments stabilizing the household goods warehousing business. Jack Orr, Dallas, Tex., J. P. Potter, Muskogee, Okla., and Con Vere Bender, Pittsburg, Kan., were among the other visitors from outside Missouri who helped make the convention interesting.

There was obviously sincere, and often expressed, appreciation of the leadership of President Leonard during the first two years of the Missouri association's history, culminating in a resolution of gratitude.

Secretary Gibson was heartily thanked for his work as secretary, the members realizing that his faithfulness and diligence had been largely responsible for substantial results. His advancement to vice-presidency was a tribute to his work.

The election of D. P. Bray to the presidency was in recognition of his qualities which had been definitely demonstrated in his work for the State association. In nominating him, D. S. Adams referred to his activity in the formation of the State body, to the credit given him for 100 per cent membership of Kansas City warehouses in the State association, to his acceptance of civic responsibilities in membership in the upper house of the City Council, and to his useful participation in many local organizations.

A. B. Clark, president of the Savoy Hotel Co., and chairman of the Kansas City Convention Bureau, delivered an address of welcome for the Chamber of Commerce, of which he is vice-president. Mr. Clark showed he realized thoroughly the position of the warehouse industry in business, its value to the community, and the financial importance of its individual organizations. John B. Pew, city counselor, delivered words of welcome from the city.

Miss Helen Smith, formerly "right hand man" of L. T. Crutcher Warehouse Co., was present and assisted in details of the convention.

### New Jersey Furniture Warehousemen's Assoc.

#### To Standardize Forms

THE New Jersey Furniture Warehousemen's Association at its March meeting instructed the uniform methods committee to prepare a complete ap-

proved set of warehouse receipt, storage contract, moving contract and shipping order forms, and these will be urged upon the members as being for standard use.

All the automobile and gasoline tax bills which the association opposed had been defeated, it was reported by the laws and legislation committee.

The insurance committee reported that the liability rates on vans had been reduced and advised all members who had not received reductions to get in touch with their agents.

It was decided that it would be of no advantage to the association to stage a booth at Newark's Own Your Own Home Exposition, in May.

The Fidelity Bonded Warehouse, Atlantic City, was elected to membership. Four members were dropped for non-payment of dues.

Committees for 1923 were appointed by the president, Willard Eldredge, Atlantic City, the chairmen being as follows:

Laws and legislation, Frederick Petry. Membership, Griswold Holman. Uniform methods, William T. Bostwick. Advertising and publicity, T. L. Morton. Transportation, Charles Milbauer. Entertainment, Frank J. Summers. Insurance, George Sebold. Cost accounting, James E. Mulligan.

Twenty-five members from ten cities attended the meeting, which was held in Newark.

### New York Furniture Warehousemen's Assoc.

#### Monthly Gathering

WITH fifty-seven members and guests present, the New York Furniture Warehousemen's Association held its March meeting at the Aldine Club, following the usual informal dinner. Charles S. Morris, president, used for the first time the gavel and stone presented to the New York body by the Pennsylvania F. W. A. in January.

Various bills pending before the New York State Legislature were discussed. (The details regarding these have appeared on the news pages of *Distribution & Warehousing*.)

Thomas Reilly brought up the legal problem relative to the inability of a warehouse to demand storage charges on goods which were mortgaged, if the mortgage was duly recorded. It was pointed out that, if the mortgage holder could be proven to have knowledge of the storage of these goods in any warehouse, the mortgage holder was liable for the storage charges from the day it was proved that he had been informed where these goods were. It was clearly pointed out, however, that it was impossible to collect storage charges from the mortgage holder under any other conditions, and it was further pointed out that a law had been passed, some years ago, making a warehouse lien prior to any other lien, and this law had been

declared unconstitutional. The question of looking up sales goods for possible mortgage entered against them was discussed, and it was recommended that it was an advisable plan of procedure.

Several warehousemen spoke of the necessity of being absolutely sure as to the similarity in signatures on all orders. Two examples were given of forged orders which had made rather a difficult situation for the warehouseman.

William R. Wood, reporting for the cost finding and uniform methods committee, brought out some facts concerning overhead, making the statement that he had discovered that taxes equalled one-fifth of the cost of everything in the business; in other words, that one-fifth of his cost of doing business was composed of taxes. He also brought out some rather interesting facts in connection with the statement that Federal, municipal and county and State political job holders and their dependents in the United States were counted to be more than 15,000,000 people; in other words, these 15,000,000 million are unproductive.

Discussion was brought up concerning the charge for excess valuation. It was shown that this charge varied from one-tenth per cent to one-half of one per cent, and the general average seemed to be about one-fourth of one per cent.

W. Tresckow made a brief talk as chairman of the public relations committee of the Connecticut Warehousemen's Association. President Morris extended an invitation to the entire Connecticut body to attend the New York organization's meetings.

The subject of group advertising was discussed at some length, and Mr. Morris was authorized to appoint an investigating committee.

The Nyack Express Co., Inc., Nyack, and the Fordham Storage Warehouse, New York City, were elected to membership.

### Warehousemen's Ass'n of the Port of New York

#### Officers Elected

THE Warehousemen's Association of the Port of New York at its recent annual meeting elected officers as follows:

President, W. Clive Crosby, president, Fidelity Warehouse Co., New York.

Vice-president, Walter Firth of Trustees of Estate of William Beard, New York.

Secretary, H. E. S. Wilson, vice-president, Campbell Stores, Hoboken, N. J. Treasurer, A. B. Pouch, president, American Dock Co., New York.

H. I. Jacobson continues as manager.

On behalf of the association, Mr. Crosby presented William E. Halm, retiring president, with a watch. Mr. Halm in a talk urged greater cooperation among the members as a means of obtaining greater benefits.

Discussion of conditions indicated that business was at a fairly constant volume,

but not any too encouraging. Labor was reported scarce and wages on the increase. The cold storage situation was reported good. Waterfront business was declared to be poor.

Mr. Halm, president of the New York Dock Co., was designated chairman of the general merchandise section and R. A. Adams, Manhattan Refrigerating Co., chairman of the cold storage section, and committees were appointed as follows:

Auditing—John Hobby and Eno Campbell. Insurance and Transportation—P. L. Gerhardt, P. C. Tickner and A. B. Harrington. Legislation—W. Firth, A. B. Pouch and H. C. Lewis. Membership—Eno Campbell, H. A. Stetler, P. L. Gerhardt and E. W. Ford.

#### Conditions Better

At the Port Warehousemen's April meeting, held on the 17th, the usual roll call disclosed that business was in general increasing in volume, members reporting a general trend of receipts exceeding deliveries, and increasing space occupied. Labor was found becoming scarcer, and in some cases increases in wages were reported. Pier space demand was reported increasing. Cold storage space was reported largely reserved and filled. It was brought out that in automobile storage, the lagging season has been delaying the usual spring deliveries. Open dock storage and top wharfage were reported in increased demand.

One of the favorable signs was the reporting of a large number of inquiries for storage of toys, and this was looked upon as a fairly good barometer of trade conditions.

A member requested information as to the practice regarding monthly billing. It was found that in general, monthly billing was practically universal, except in the case of a few old accounts that were still being billed quarterly. Some members were billing on the anniversary day, some on the first day of the month and others on a fixed day of the month, such as the 20th. Practically all were billing in advance. This practice meets with the approval of the merchants who are accustomed to receive bills and statements in all other lines on the first of the month.

It transpired that one of the members had found, through cost finding, that the cost of handling rice was more than five cents per 100-lb. pocket—a figure which agrees with figures published some time ago by the association's manager, H. I. Jacobson. Discussion indicates that some of the members believed these costs might be considerably less in other houses where greater efficiency and will-ingness on the part of the men prevailed. It was brought out that the cost studies had shown that rice and similar commodities could not be handled as cheaply as some of the members had hitherto believed.

Inquiry shows that about one-third of the association's members are using, or are planning to use, the standardized forms of warehouse receipt adopted by the American Warehousemen's Association at the latter's annual meeting in Cleveland last December.

The attempted bribing of a warehouse employee to remove marks on packages containing condemned goods and place them on other packages of high value, was reported.

The use of Army Bases for other than Governmental purposes and the attempt by the City of New York to recover property seized for such purposes and now used commercially, was discussed, and it developed that in other communities also the city was deprived of taxation and unwarranted competition set up with legitimate business in this way. It was moved and carried that the president send a protest to the Secretary of War and such others as may be properly addressed in the matter regarding the use of Army Bases in New York and nearby localities for other than Governmental purposes.

On motion regularly carried Mr. Jacobson was directed to tabulate at each meeting the reports of members covering their space occupancy. The manager suggests that the following form be issued with the transcript of the minutes hereafter:

Member Reporting	Space Occupied Per Cent			—Increase or + Decrease	
	Bonded	Free	Cold Storage	Since last Month	Since Jan. 1

### Pacific Coast Furniture Warehousemen's Ass'n

#### Northerners' Activities

THE northern division of the Pacific Coast Furniture Warehousemen's Association, which got under way in February at a meeting in San Francisco, has since been putting on a membership campaign in competition with the southern division, which meets in Los Angeles.

Through the efforts of the northern members the transfer and storage tariffs at virtually all points around San Francisco Bay have been stabilized, so that competition is in service and not in rates. This in itself has proved more than satisfactory to the warehousemen, and the public is reported as seeming to be well pleased with the stabilization in prices.

The April meeting of the northern division was advanced to March 31 in order that the members might have opportunity to attend an illustrated lecture on packing and crating by A. W. Luhrs of the freight container bureau of the American Railway Association. During the discussion which followed the railway official's talk, it was suggested that, inasmuch as the carriers had sent a man to teach storage executives how to handle household goods, it was now up to the warehousemen to send a man to the railroads to teach them how to handle the goods after they are packed and crated. Selection of this instructor was deferred.

The meeting was held in the Hotel Land, San Francisco, and was attended by thirty-five representatives of about twenty furniture warehousing firms of San Francisco, Oakland, Berkeley, Sac-

ramento, Stockton and San Jose. John R. Driver, Berkeley, the association's president, was in the chair.

Reports from various cities indicated marked growth in the furniture storage and warehouse business throughout northern California, with an increasing tendency by the public to do business with the association's members rather than with draymen or "fly by night" concerns.

After a discussion of compensation insurance, it was decided to appoint a committee at the next meeting to co-operate with the southern members who are studying this subject.

A general discussion of handling charges followed, in which Reed Bekins of the Bekins Fireproof Storage, San Francisco, stated that in the Los Angeles and Oakland offices of this company the handling charge was made in full when the goods were stored, but that in the San Francisco office one-half of the first month's storage is made as a handling charge when the goods are received, and the same amount collected on the same charge when the goods go out.

"People object," Mr. Bekins said, "to paying the handling-out charge, but never the handling-in charge."

Harvey Lyon of the Lyon Fireproof Warehouse, Oakland, suggested the handling charge should be made in one sum when the goods are brought in, to avoid disputes and dissatisfaction when the goods are removed. He said this was a good means to getting ready cash to hold in the bank for miscellaneous and extraneous purposes.

It was suggested that much of the opposition to this charge could be overcome if it were billed as "labor charge," instead of "handling charge," and that the collecting of it in one sum simplified bookkeeping.

It was the sense of the meeting that this is more or less of a local problem, but that, in general, it is better to collect both charges when the goods are brought in.

The question of whether warehousemen can collect charges from the sheriff, or other official, in case goods are removed by process of law, produced the general reply that all experiences showed that such charges could be collected and without trouble.

Mr. Bekins said that his general loss on labor was 20 per cent; and W. E. Hibbitt, Lawrence Warehouse Co., Sacramento, added that his loss on handling was approximately 25 per cent. Explanation of this condition and of the handling charge, to the customer before the contract is signed, was suggested as the best way to avoid all disputes, and it was brought out that only one company in San Francisco is making such an explanation. Mr. Driver suggested uniformity in handling charges, the same as has been virtually accomplished on storage charges, as the remedy for the condition, and this idea was approved by the meeting.

The subject of treating rugs was brought up, and it was the general opinion that the customer should be asked, before the contract is signed, as to



whether he wishes to have his rugs moth-proofed or otherwise treated, and to obtain the customer's signature to a statement of his wishes. In case he does not wish the rugs treated, the warehouseman should not treat them; but in case he does, the warehouseman should be prepared to treat them adequately.

It was the expressed opinion of the division that an interest charge of 1 per cent per month on advances from date of advance is proper, and that the interests should be placed on the warehouse receipt, both as an aid in getting back the money at an early date, and in avoiding disputes with customers.

It was then moved by R. J. Bekins that the northern division go on record as favoring the billing of the handling charge in full on the first statement, and this motion was adopted.

The next regular meeting was fixed for May 5 in San Francisco. The topic for general discussion is to be compensation insurance, and committees will be named to work with those of the southern division to formulate rules for the association.

#### Forwarders Organize

C. A. Hall, general agent in New York City for the Judson Freight Forwarding Co., has been elected secretary of the New York Freight Forwarders and Brokers' Association, Inc., recently organized.

The general purpose is to offset the effect of the attitude of a number of commercial bodies throughout the country which have advised their members that, in handling their foreign trade, they should discriminate against the port of New York and route commerce through smaller ports on the theory that "the parties handling the shipments at the outports are more honest and the charges more reasonable than at the port of New York," a reference being made by some of the commercial bodies to alleged sharp practices by forwarding agents at New York.

Thus the New York body has been organized for mutual protection, and it is stated that "only such firms can become members as can reach the standards of their fellow associates in the trade." A statement by the new organization includes the following:

"The Department of Commerce has carefully perused our by-laws and is prepared to recommend to shippers of this country the members of our association collectively as being thoroughly responsible and fully capable of fulfilling the needs of the shippers."

#### \$1,500,000 for Cincinnati Plant

The Cincinnati Terminal Warehouse Co., Cincinnati, has awarded a contract for construction of its brick and reinforced concrete terminal structure to go up at Front and Central Avenues and to cost nearly \$1,500,000. The building will comprise seven stories and basement, 175 by 600 ft.

### National Furniture Warehousemen's Association

(Concluded from page 32)

It is expected that something tangible as to the method which will be favored will be ready at least for consideration, if not for adoption, by the time the associations meet at Mackinac in the summer.

One detail to be worked out involves the cost, if any, to the member companies which will avail themselves of the new secretary's service in installing cost finding.

#### N. B.—Stag!

The N. F. W. A.'s summer meeting, to be held at Mackinac Island, Mich., on July 8, 9, 10, 11 and 12, is to be strictly a men's affair. This is so ordained by resolution adopted by the association's directors, as follows:

"Resolved, That, inasmuch as the annual meeting is a strictly business meeting, the board of directors feel that it is absolutely imperative that this meeting be completely a 'stag' meeting, and no accommodations be provided for ladies at the hotel during the session."

#### Packing Recommendations

David Bowes, Chicago, chairman of the N. F. W. A. traffic committee, calls attention to Freight Container Bureau Circular No. 8 issued by Col. W. B. Dunn, chief engineer of the American Railway Association's freight container bureau. The circular reads:

"Standardization is an active subject in all branches of engineering work and 'packing engineering' represents a new subdivision in the profession.

"Cheap and efficient packing of goods is necessary to help minimize transportation losses, which are paid ultimately by the shipper.

"Shippers can be divided approximately into three classes: (1) those who insist upon efficiency in their containers without limiting this efficiency to the minimum requirements of the tariff; (2) those who limit the efficiency of their container to the minimum requirements of the tariff; (3) those who consider only the cost and are willing to disregard the minimum requirements of the tariff when acceptance of such freight by a carrier can be secured.

"Many shippers are disposed to consider favorably reasonable suggestions which they would oppose being forced to adopt by tariff amendments.

"The Freight Container Bureau studies the packing of a commodity for shipment and makes recommendations based upon what it considers a reasonable combination of cost and efficiency.

"These recommendations are intended to serve as a signboard showing the best road to those who desire to deliver their

shipments to their customers in good condition and thereby avoid the expense, delay and dissatisfaction of customers, necessarily incident to the filing and collection of loss and damage claims."

#### Kahn Builds in Beaumont

A storage building which the architects have designed to be fireproof, moisture proof, moth proof and rat proof is nearing completion for the Beaumont Bonded Warehouse at Railroad Avenue and Franklin Street, Beaumont, Tex.

One feature will be a room equipped with a heating device to prevent moisture from damaging pianos. Another compartment, for rug storage, will be lined with cedar in an effort to keep moths out. Pianos and rugs will be kept separately from furniture lots. In one room, where foodstuffs will be stored, a cement floor will be laid with a purpose of checking rat invasion.

Of concrete, galvanized sheet iron and stucco, the warehouse will stand 50 by 150 ft. and will be served with railroad trackage for three cars. It will cost about \$19,000. Building and contents, it is announced by H. C. Kahn, owner, will be protected by a blanket insurance policy which will automatically cover all goods received for storage.

#### Building Business

Publicity and business-getting on behalf of a furniture warehouse concern were combined in a novel way at New York City's "Own Your Home" Exposition by the Thomas J. Stewart Co. at the 69th Regiment Armory in April. During the week of the exposition an Oriental rug was woven at the Stewart company's booth. Any visitor who left an order for rug-cleaning amounting to \$5 or more was given a number. On June 1 the holder of "the lucky number" will be presented with the rug. The winner will have the privilege of having his name woven into the prize.

#### White Co. Organizes

The White Warehouse Co., Inc., has been formed in Manhattan Borough, New York City, and begins business about May 1, having leased the basement at 100 Hudson Street, convenient to the grocery trade. J. Arthur White, who has been in the trucking business for the past ten years, is president and Maurice Strull is vice-president and treasurer.

#### Truck Breaks Through Ice

A five-ton motor moving van owned by the Coakley Bros. Fireproof Storage Co., Milwaukee, broke through 16 in. of ice during the April thaw off Jones Island, near Milwaukee, and sank in 50 ft. of water. Wreckers salvaged the machine. The driver and the movers had gone ashore with the last of the load of household goods.



## Cotter to Discuss Pool Car Distribution at Chamber of Commerce Convention

**P**UBLIC warehousing as an industry is having a larger share in the activities of the Chamber of Commerce of the United States. This will be brought out at the Chamber's annual meeting in New York on May 7 to May 10.

At the session of the Chamber's Domestic Distribution Department, in which L. T. Crutcher, vice-president of the General Storage Co. of Cleveland, is the American Warehousemen's Association's representative, the first address will be made by W. Lee Cotter, president of the W. Lee Cotter Warehouse Co. of Akron, Mansfield and Columbus, Ohio. Mr. Cotter will discuss pool car distribution.

Meanwhile, P. L. Gerhardt, vice-president of the Bush

Terminal Co. of New York, has been made a member of the committee on "Readjustment of Relative Freight Rate Schedules," one of the five groups of the recently-organized Transportation Conference with which the Chamber of Commerce is cooperating closely, and which has the approval of Secretary of Commerce Hoover. Alvin E. Dodd, manager of the Domestic Distribution Department, which met in New York in April, with Mr. Crutcher attending, has been named secretary of the Transportation Conference group handling the freight rate problem.

These developments bring Mr. Dodd, Mr. Gerhardt and Mr. Crutcher all working together on plans to bring to the attention of American business interests the importance of warehousing in the general scheme of distribution.

### Pool Car Shipments

**"ALTHOUGH** still in its infancy, the practice of pool car rail shipments," says a statement by the Chamber announcing the selection of Mr. Cotter on the convention program of the Domestic Distribution Department, "has proven so much of a boon to smaller shippers that already an industry has been built up around this method of obtaining carload rates for the movement of less than carload lots.

"The system revolves around the warehouse and, because of its great and growing importance in the jammed traffic conditions on the railroads, the subject has been brought to the fore as a topic for discussion at the May annual meeting.

"W. Lee Cotter of the Cotter warehouses, Akron-Mansfield-Columbus, who has been working for years on systematizing the pool car practice, has been assigned that subject for an informative address, founded on his own experience, which will precede general discussion."

The second subject on the Distribution program at the May meeting relates to store door delivery problems, with W. J. L. Banham, traffic manager of the Otis Elevator Co., New York, as the assigned speaker. Mr. Banham has for a number of years been devoting himself to a study of individual cases of overcrowded delivery platforms and he will talk from the shipper's point of view in getting the subject into shape for general exchange of views among the delegates.

The third subject on the Distribution program is "Transportation Obstructions to Distribution," which will be presented by Representative Sydney Anderson, Minn., who headed the Congressional joint inquiry into agricultural conditions last year. It will be recalled that testimony was presented at the Anderson hearings on behalf of warehousing by Alton H. Greeley, president of the General Storage Co. of Cleveland, Frank A. Horne, president of the Man-

hattan Refrigerating Co. of New York, and Mr. Crutcher. From the information which Mr. Anderson developed during the inquiry he obtained a comprehensive knowledge of America's transportation history and of the events which led up to the establishment of customs and practices which now appear to bar

### NEXT MONTH:

**A COMPREHENSIVE** review of what takes place, of interest to warehousemen and shippers, at the annual meeting of the Chamber of Commerce of the United States, May 7-10, will be published in the June issue of *Distribution & Warehousing*.

Pool car shipments and railroad freight rates will be subjects discussed which are of chief importance to men interested in the big problem of distribution. What authorities and investigators say on these subjects at the Chamber's meeting will be told in the story in the June number.

the free movement of goods. His address will give the group delegation a foundation on which to erect any constructive recommendations for changes which may appear advisable.

The Domestic Distribution Department session will begin at 1 p. m. on Tuesday, May 8, and will be held in the Astor Gallery of the Waldorf-Astoria Hotel.

### Freight Rates

**THE** information which has been assembled since the first of the year by the Transportation Conference of which Mr. Gerhardt has been made a member will be the subject of general

discussion under the topic "Developing a National System of Rail, Water and Highway Transportation," beginning at 10 a. m. on Wednesday, May 10. As explained by the Chamber:

"The Chamber has undertaken a careful study of the existing transportation problem in all its phases with a view to bringing forward, before Congress meets again, constructive suggestions for the solution of the problems. A Transportation Conference has been set up, which will give representation not only to business men and shippers but also to the railroads, the advocates of waterway traffic, and representatives of agriculture and of labor.

"Five special committees which, in addition to dealing with the waterway and highway fields, will take up the subjects of Government regulation, railway rate structure, and consolidation of railroads, are now in formation and are being provided with proper expert staffs. They will report to a general committee representative of all interests. By the time the annual meeting is held the investigations will have advanced to a point where important announcements of progress can be submitted."

Frederic A. Delano, Washington, former president of the Wabash Railroad, is chairman of the freight rate schedule group in which Mr. Gerhardt is warehousing's representative. The committee comprises railway traffic officers, shippers, and men who, neither railroad men nor shippers, possess a knowledge of the general subject of rate schedules.

It is recognized by the Chamber's Domestic Distribution Department that railroad rates are peculiarly a factor in any activities looking toward reduction of distribution costs, and that warehousing as an industry in concerned with railroad rate structures. It is for these reasons that Mr. Dodd has been designated chairman of this particular group of the Transportation Conference

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## HOOVER ASKS TRADE BODIES TO AID ROADS

RECOGNIZING the inability of the railroads to finance betterments necessary to meet requirements for transportation, Secretary of Commerce Hoover on April 14 made public a letter addressed to national and State trade associations, including the National Distributors' Association, urging them to organize for the purpose of bringing about cooperation through their districts or trades with the carriers so as to develop the roads to the highest point of efficient use. The principal directions in which such cooperation could be extended by the trades, Mr. Hoover said, are:

1. The advance storage of their winter coal during the light consuming season—that is, from now until Sept. 1, including the early movement of Lake traffic.

2. The loading of all cars to full capacity, and their prompt loading and discharge.

3. Reduction of reconsignment shipments and restriction of to order bills of lading.

4. Demands for no more cars from the railways than can be promptly used.

Mr. Hoover declared that the full and smooth movement of all of the productivity would be the greatest contribution that could be made at the present time in checking inflation or increase in price levels.

This statement is accepted in Washington as being further evidence of efforts being made by the Administration to prevent the development of an unhealthy boom period which might be expected to result in deflation, heavy liquidation and unemployment, such as developed in the last quarter of 1920 and lasted virtually throughout the following year. The program as to transportation fits in with recommendations made up by the Committee on the Business Cycle and other movements that have been taken by the Government to maintain healthy prosperity.

Mr. Hoover pointed out to the trade associations that maximum efficiency in the directions recommended in his communication would mean the addition of more effective commodity movement than would be brought about by the addition of approximately 300,000 cars and 3000 locomotives and the addition of at least 1 per cent to track mileage and terminal facilities.

"The importance of this lies in more than simply the maintenance of continuity of production and full supply of consumption, because any strangulations in movement of commodities through car shortages affect the profits of every individual manufacturer by interruption in his production, and furthermore such strangulation affects price levels in the most definite fashion," Mr. Hoover said.

It was declared by the secretary that unity of action along the lines suggested between the shippers and the railroads would make a greater contribution to continued prosperity and full employment "than any direction I know of."

Mr. Hoover asked the associations to submit views as to organization that can be effected to the end suggested "in order that the department may act as a clearing house of helpful dissemination of ideas in the matter."

In his opening remarks Secretary Hoover said that the railroad managers under the recent improved conditions were making great effort in finance and extension of facilities to meet necessities but that full recovery of lost ground must be slow and "if we are to maintain our present rate of productivity and employment it is vital that there be co-operation with the railroad management from both producing and consuming industries to secure the most efficient operation of the railroads." Pointing out that the railroads had asked for this cooperation, Mr. Hoover said that the trades can make a "tremendous contribution to the orderly march of our prosperity if they will undertake it seriously and in an organized fashion."

The Department of Commerce also has begun a program providing for a survey with a view to eliminating waste in transportation. A tentative program has been worked out by the department through various heads of divisions, including the transportation division. It looks to cooperation between industries and the railroads so as to bring about the most efficient form of transportation. One plan in mind is to bring the source of cotton production and transportation nearer together so that it will not be necessary to handle great bulk shipments of raw cotton, as now is the case, but instead to have more direct handling from compresses to the railroads. Many other lines of industry will be gone into but a point has not been reached where the lumber and iron and steel, and other industries which ship great volumes of materials, have been given study. By some it is considered that such lines as these have already developed transportation to such a high point that it may not be possible to develop any marked improvement unless it would be through heavier loading.

### State-Aid in Oklahoma

Governor Walton of Oklahoma has signed a bill which authorizes State loans to warehouses storing largely agricultural products. Under this measure a fund of \$1,250,000 is provided.

### Dividend Declared

The Brooklyn Warehouse & Storage Co., Brooklyn, declared a dividend of 3 per cent, payable April 1, and reelected officers as follows:

President. Harold T. White; vice-president. Herbert L. Bridgman; secretary. Guy Du Val; treasurer. John B. Holland. These four were elected directors, together with Chauncey M. Deane, Jr., Jackson A. Dykman, Anson B. Moran, Adrian Van Sinderen, Harry M. De Mott, David H. Lanman, William B. Tubby, Charles Jerome Edwards and Howard F. Whitney.

## WOODSIDE BUILDS COLD STORAGE FUR VAULT

ONE of the largest and most modern cold storage vaults in the country has been completed for the John J. Woodside Storage Co., Inc., Atlanta, for use in storing furs and rugs.

Designed to prevent damage from moths and other insects which infest furs and rugs, the vault contains 1500 sq. ft. of floor space, located on the first floor of the warehouse.

The walls are made of cork, each wall being six inches thick and coated with cement on either side. As a protection against burglary, expanding metal is closely woven into the inclosure, and a heavy vault door, a freezer door and an additional heavily bolted door guard the entrance.

The company has installed a complete freezing plant, with an engine and pump having daily capacity of 7½ tons of ice. This equipment is intended to keep the air inside the vault at the proper temperature. When the temperature gets to 20 deg. Fahrenheit or above, the pump starts operating automatically; when the temperature gets as low as 15 deg. the pump ceases automatically.

While the interior of the vault can be made as cold as desired, experiments have demonstrated that the best temperature for fur storage, in the company's opinion, is between 15 and 20 deg. Fahrenheit, and the machine accordingly is set to operate between these two limits. More than 3000 ft. of refrigeration pipe has been installed.

Cold storage for furs and rugs is something virtually new in the South, and warehousemen elsewhere in the section are watching the Woodside project with interest.

### Indianapolis Plant Planned

A warehouse in which space will be leased to national distributors is planned by a new Indianapolis concern, the Massachusetts-Pratt Realty Co., incorporated for \$140,000, with Richard Miller, president of the City Trust Co., as president and C. Miller Kelly as secretary-treasurer.

Property has been purchased by the company for \$50,000 at Massachusetts Avenue and Pratt Street, and it is announced that an \$80,000 storage plant is to be erected, to be in operation by August.

### Vetoes Gasoline Tax

Governor Groesbeck of Michigan on April 15 vetoed a bill which the Legislature had passed, imposing a tax of two cents a gallon on gasoline sold within the State.

### Foot Co. to Build

Foot's Transfer & Storage Co., San Pedro, Cal., has purchased for \$40,000 a plot with 800 feet of frontage on the Pacific Electric lines and plans to build a \$100,000 warehouse.



## OBJECTIVES OF TRANSPORTATION INSTITUTE

THE National Transportation Institute, giving as its object a comprehensive survey of transportation, applied to the Secretary of State of Illinois in April for articles of incorporation. The purposes, as set forth in the application, are:

1. "To conduct non-partisan and impartial investigations and research into every kind of transportation and the relation of transportation agencies to each other and to agriculture, industry, finance, trade and commerce.

2. "To disseminate the facts thus acquired to the public through the platform, press, educational institutions, motion pictures, and other available mediums."

Guaranteeing its disinterestedness in carrying out this program, the Institute's statement adds:

"This corporation shall not in any way become directly or indirectly representative either of transportation agencies, producers, shippers, or any special group."

The directors include Representative Sydney Anderson, Minnesota, chairman of the Congressional Commission of Agricultural Inquiry; the heads of a number of the manufacturing, agricultural, insurance, railway and dairy trade bodies of national standing, and officers of lighting, steel, gravel and lumber companies.

John R. Howard, president of the Institute, said in a statement issued in Chicago on April 15:

"Transportation is now and will be for the next ten years the most serious domestic problem confronting the United States. No one in the country, nor any body of men, knows the whole truth about transportation. So long as this ignorance continues the public will continue to pay \$5,000,000,000 and upward annually for rail transportation and will lose in addition more than the total annual cost of running the Federal Government through continued tinkering with the problem.

"The investment in railroad transportation in this country is approximately \$20,000,000,000. The investment in highway transportation, including passenger automobiles and trucks, is more than 46 per cent of the investment in railroads. Every year large bond issues are voted to improve our highway system. Air transportation has not yet been developed but is most certainly to be one of the important modes of transportation in the future. Water transportation, both on the ocean along the coast and through our rivers, canals and lakes, is of tremendous importance to the farmer. The total investment in transportation in this country probably runs over 45 billions of dollars. The returns upon this investment and the service rendered by it to the public produce an effect upon every person in the United States.

"The National Transportation Insti-

tute has been created to discover the truth about transportation and to present it unbiased, uncolored by theories, political doctrines and free from the dictation of the carriers on the one hand or of the shippers on the other.

"The institute has no connection with the Government. It will be supported by membership fees. It is open to all individuals, firms, corporations, and associations interested in the object for which it was created.

"No organized basis of economic transportation facts upon which such decisions can be predicated now exists. Research into economic problems relating to transportation is far behind research in other fields, such as engineering, chemistry, and medicine. The National Transportation Institute hopes to supply this need.

"The Institute of Transport of Great Britain, a similar organization, though restricted to officials of the various land, water and air transport agencies, has achieved remarkable success in the three years of its existence. All research and investigation in the British Institute is voluntary and activity is limited to six months a year. As a 'transport institute for transport men,' the organization has already built up a well-rounded foundation for the science of transportation.

"The American Institute is broadly democratic in membership and purpose. Any person or organization interested in transportation may be a member. Investigation and research will be carried through by highly trained men working scientifically to discover and formulate the basic facts of the whole transportation problem and not for the carriers, shippers or the Government.

"Judged by the success of the British experiment, the National Institute of Transportation will in a very short time prove of immeasurably greater benefit to this country in pointing the way to a solution of the transportation puzzle."

### Fined for Using False Labels

Attention is called by the Western Weighing and Inspection Bureau, Chicago, to a United States District Court case in Brooklyn, in which Phillip V. Fay, president, and J. Martin Jacobson, secretary, of the Great Central Forwarding Co., New York City, with offices in Brooklyn and Chicago, were each fined \$250. They pleaded guilty to a charge of violating the interstate law by forwarding goods under false labels. The corporation was fined \$500. It was charged by the Government that the defendants sent some fifty carloads of goods from Brooklyn to Chicago and described the goods other than they really were in order to get lower shipping rates.

Men engaged in shipping may know, says a statement issued by the Western Weighing and Inspection Bureau, that "their unscrupulous competitors are being watched and punished."

## POOL CAR DISTRIBUTION ON CONVENTION PROGRAM

(Concluded from page 39)

and why warehousing has been given representation in the person of Mr. Gerhardt. The complete personnel of this group follows:

Chairman, Frederic A. Delano, Washington, D. C.

Secretary, Alvin E. Dood, manager, Domestic Distribution Department of Chamber of Commerce of the United States.

Representative Sydney Anderson, Minneapolis, chairman, Joint Commission for Agricultural Inquiry.

P. L. Gerhardt, vice-president, Bush Terminal Co., New York, representing American Warehousemen's Association.

Joseph M. Belleville, Pittsburgh, representing National Industrial Traffic League.

B. Campbell, New Haven, Conn., vice-president, New York, New Haven & Hartford Railroad.

Edward Chambers, Chicago, vice-president, Atchison, Topeka & Santa Fé Railway.

Archibald Fries, Baltimore, vice-president, in charge of traffic, Baltimore & Ohio Railroad.

H. J. Frost, Boston, vice-president, William Filene's Sons Co.

Dwight B. Heard, Phoenix, Ariz.

George H. Ingalls, New York, vice-president, New York Central Railroad.

Alexander Legge, Chicago, president, International Harvester Co.

W. C. Maxwell, St. Louis, vice-president, Wabash Railroad.

D. B. Robertson, Cleveland, president, Brotherhood of Locomotive Firemen and Enginemen. (Arthur J. Lovell representing Mr. Robertson.)

A. H. Smith, Louisville, vice-president, Louisville & Nashville Railroad Co.

Theodore F. Whitmarsh, New York, of Francis H. Leggett Co., and chairman of the Domestic Distribution Department of the Chamber of Commerce of the United States.

J. G. Woodworth, St. Paul, vice-president, Northern Pacific Railway.

In general the foregoing committee has under consideration such fundamentals as the following: 1. Theoretical and practical bases of rates as developed in the United States and other countries. 2. Relations between carload and all kinds of less than carload rates. 3. Geographical areas or zones as a basis of rates. 4. Rail and water and rail and automobile rates. 5. Simplified classification. 6. *Per diem* and demurrage.

### Another 'Frisco Warehouse

The Rincon Warehouse Co., Oakland, Cal., is planning an \$80,000 warehouse, three stories and basement, 80 by 90 ft., to be erected on Federal Street.



## MOTOR FREIGHT PROFITS SMALL IN CALIFORNIA

THE motor truck freight carrier in California is not the big money maker the public generally believes it to be, it is the conclusion of the California State Railroad Commission in the Commission's annual report. Discussing this subject, together with the Commission's attitude toward the regulation of motor lines, the report, covering 1922, says:

"There has been a progressive application of the principles of regulation of the automotive industry. In so far as the Commission has power the development of this important transportation utility has been directed along the line of its natural function and greatest public benefit, keeping in mind always that it cannot take the place of either the railroads or street car system, but can and does supplement these services in acting as feeders and also in pioneering into districts where traffic does not warrant the heavy capital expenditure of steam or electric carriers.

"Motor truck transportation gives an indispensable type of service calling for pick-up and store-door delivery, with schedules suited to the particular commodity handled. Growers of fruits and vegetables for nearby city markets, dairymen and others find the truck service invaluable.

"There has been considerable agitation concerning the paralleling of established railroad lines by auto stages and trucks.

"The Commission has taken the position that since the Legislature, in dealing with automobile transportation, made no such restriction, the Commission was not warranted in legislating under the guise of regulation. The Commission has, however, applied to motor carriers the same principles of regulation as applied to other utilities.

"The test of public convenience and necessity has been the rule in all cases. Where an existing carrier or carriers are giving reasonably adequate service or where they undertake to bring their service up to community needs, competition that tends merely to divide available traffic and weaken existing facilities is not permitted.

"The Commission has recognized that when the Legislature in 1917 passed the first statute for the supervision and regulation of motor carriers, it validated the operations of all then existent carriers. Many of these are still operating, but they have been brought under regulation in all respects, except as to their primary right to operate.

"The Commission has not prescribed maximum load to be carried, feeling that this lay solely within the legislative function.

"A number of important decisions were rendered affecting motor transportation. One of the most important was that a thorough route does not authorize intermediate local service; another was that connecting routes cannot be linked up so as to give through service without express authorization.

"In line with the policy of bringing

motor carriers fully under regulation, the Commission issued a uniform classification of accounts for companies doing a gross business of \$20,000 a year or more.

"Already it is apparent that the business does not hold out the large profits assumed in its early stages, and it is expected that the first year's results under the accounting system will reveal to a number of small companies that their supposed profits are illusory.

"The larger companies had adopted accounting methods. Some show a small rate of return and others a considerable loss. With the systemization and stabilization of the business, the day of the irresponsible operator is over."

### Reed Opens New Plant

Subsequent to the recent fire which destroyed one of the warehouses of the J. B. Reed Storage & Transfer Co., Minot, N. D., Mr. Reed announced that he had taken a five-year lease on the Northern Moline Building on East Central Avenue, and this structure has since been opened as a merchandise warehouse.

The Northern Moline Building is 50 by 150 ft., with four floors, and is served by a private railway track. It is equipped with an electric elevator and with three large fireproof vaults for storage of valuables.

### Gerhardt an Author

P. L. Gerhardt, vice-president of the Bush Terminal Co. and chairman of the warehouse receipts committee of the American Warehousemen's Association, is the author of "The Parcel Room of Business," a warehouse distribution article which appeared in the April issue of *The Nation's Business*, published by the Chamber of Commerce of the United States.

Col. Gerhardt's contribution is one of a series of articles which *The Nation's Business* is publishing on the general subject of distribution. The magazine reaches 100,000 subscribers, largely representative of business interests large and small. In addition, 100,000 reprints of the Gerhardt article are being sent to shippers, wholesalers, retailers and others, interested in distribution.

### New Rochelle Co. Formed

The New Rochelle Fireproof Warehouse Co. has been incorporated, with capitalization of \$10,000, to engage in the storage business at New Rochelle, N. Y. The incorporators are E. H. Hilligan and G. H. Hilligan.

### Quincy Co. Expands

The Quincy Warehouse Co., Quincy, Ill., has certified to the Secretary of State an increase of its capital stock from \$2,500 to \$50,000. The company has taken over the plant of the United Cereal Mills, of which A. M. Alexander, president of the warehouse company, is the receiver.

## I. C. C. INVESTIGATES TRUCK RATE LEGALITY

THE Interstate Commerce Commission has started an investigation to determine the legality of tariffs providing for joint transportation by motor trucks, ships and railroads from interior Connecticut points to destinations in the Southeast by way of New Haven and Atlantic ports, thus marking the first time the rate regulating body has given official attention to motor truck transportation in connection with rail and water transportation.

Under the tariffs the motor, rail and water carriers held themselves out to carry traffic at rates lower than those offered by the New Haven Railroad, and the steamship lines and the New Haven protested against the competition. The reduction in rates is made possible by the combination of the motor trucks, coastwise steamship lines and the southern railroads, the trucks carrying traffic from the interior of Connecticut to New Haven for less than the New Haven Railroad.

Since this investigation started it has been pointed out that the Pennsylvania Railroad has been successful in operating motor trucks to supplement the handling of freight in conjunction with its steamship lines operating between Baltimore and points on the eastern shore of Maryland. The beginning of that service was made about the first of the year at Cambridge, Md., with motor trucks operated under contract with the Stone's Express Co., Boston, the charter of the Pennsylvania Railroad preventing operation of the trucks directly by the Pennsylvania. At Cambridge the freight is loaded onto the trucks and deliveries are made as far east as Salisbury and as far northeast as Denton. Returning, the trucks collect the shipments for Baltimore which are delivered to the shipper at Cambridge, thus providing a one-day service between Baltimore and the principal points on the eastern shore of Maryland.

As soon as some additions are made to the State road system and highways are constructed to other water points on the Chesapeake Bay it is proposed to extend this truck service from these water points, where connection also will be made by steamship. It is expected also that some of the steamship lines will be replaced by motor trucks because the expense of operation of the steamship lines, when contrasted with the operation of motor truck lines, favors the use of motor trucks.

### Miller Is Hurt

Leighroy Miller, manager of the Storage Warehouse Co. of Porterville, Cal., fell from a barrel while supervising the unloading of a railroad car recently and was injured in the back.

### New Incorporation

Articles of incorporation on behalf of the Armstrong Warehouse Co., Wenatchee, Wash., were filed in April by Frank L. Curtis of Seattle.

## RECORD SHIPMENTS ARE EXPECTED BY CARRIERS

ANTICIPATING for the railroads "the greatest volume of freight traffic this year in their history," the American Railway Association at a meeting in New York in April adopted the following "preparedness program":

"1. That by Oct. 1, 1923, when the peak movement ordinarily begins, cars awaiting repairs be reduced to the normal basis of five per cent of the total equipment of the country.

"2. That by Oct. 1, 1923, locomotives awaiting the heavy repairs be reduced to a normal basis for the entire country of fifteen per cent.

"3. That to the extent coal is stored for railroad use complete the storage requirements by Sept. 1 so that after that date the equipment and other transportation facilities may be used to the greatest extent for commercial coal necessities.

"4. That the use of power and equipment for railroad construction and maintenance purposes be restricted to the minimum after Sept. 1 in order that a maximum of power and equipment may be available for commercial purposes.

"5. That railroads in producing and consuming sections impress upon all interested the necessity for movement of coal and ore via the lakes in the largest possible quantity early in the season. That railroads serving upper lake ports carry on a campaign for early purchase and shipment of coal from the upper lake docks to points of consumption.

"6. That an effort also be made to bring about the prosecution of road and building construction work as early in the season as possible in order that equipment may be available for larger movement of seasonal commodities.

"7. That all interested be impressed with the necessity for loading all cars to maximum capacity in an effort to bring the average loading to 30 tons per car for the entire country; for unloading cars promptly; increasing storage facilities where necessary and providing adequate siding capacity to facilitate loading and unloading, thereby increasing the number of available cars.

"8. That every possible means be adopted to increase the mileage per car per day to an average of 30 for the entire country, particular attention being given to prompt movement through terminals and yards and to the issuance of embargoes when necessary to prevent congestion."

Declaring that "the effective cooperation of shippers during recent years has helped to lift American railroads performances to higher levels," the statement issued by the American Railway Association says that the carriers at this time "bespeak an even wider cooperation on the part of the public." The statement goes on:

"The public can assist by storing coal during the spring and summer months in anticipation of fall and winter requirements to as great an extent as possible. Everybody can help by looking forward. Every shipment which by foresight can be dispatched during April, May, June, or July, will help to decrease any congestion in September. October or November. Every shipper who will load cars to capacity and every consignee who will promptly unload cars will by so

doing save the equivalent of many cars for the benefit of all shippers.

"This appeal is made with full recognition by the railroads of their own responsibility for prompt movement of loaded or empty equipment as being one of the primary measures necessary to avoid waste of transportation. The railroads in the carrying out of their program confidently look forward to the successful movement of the largest volume of traffic in the history of the country and pledge their best efforts to that end."

### Redhead Incorporates

The Mead Redhead Co., Cleveland, has been incorporated with a capital of \$10,000 to do a general storage business.

The incorporators are Mead Redhead, formerly president of the company known as the Redhead Storage Co.; T. J. Moffett, N. B. Madden, C. E. Schultz and H. Stern.

### TIPS TO SHIPPERS—II

SOMEONE once remarked that among the names of the greatest inventors should be that of the man who invented interest. Perhaps the same list should include the inventor of discount.

An interesting story is told of a manufacturer of electrical appliances who used in his factory a material which was comparatively quite valuable—in fact, so much so that he found his working capital insufficient to meet his needs, and as a result his credit began to be impaired. The producer of this material usually sold it on terms, sixty days net or 3 per cent discount for cash in ten days.

As considerable quantities were used by this manufacturer he evolved this plan:

He arranged with his local bank to loan him sufficient money on negotiable warehouse receipts to pay the manufacturer. This enabled him to buy in carload lots and thus secure a lower price. The 3 per cent saved paid all the warehouse charges and bank interest and left a very tidy sum at the end of the year. Result: everybody happy.—*Sidney A. Smith, vice-president, Currier-Lee Warehouse Co., Chicago.*

### Terminal Planned in Tampa

A modern warehouse and office building to cost \$500,000, facing the Ybor Basin in Tampa, Fla., is planned by the Swann Terminal Co. of that city, it is announced by James T. Swann, president. Two million dollars will be spent on a development patterned somewhat on the idea of the Bush Terminal in New York, according to Mr. Swann.

## H. D. CROOKS ACQUIRES TERMINAL IN CHICAGO

THE Crooks Terminal Warehouses, owned and operated by H. D. Crooks, with headquarters in Chicago, has taken over all the available warehouse space in the new Burlington Freight Terminal Building, in Canal Street between Harrison and Polk Streets, Chicago.

As the Crooks Company conducts a large warehousing plant on the Belt Railway of Chicago, in the Clearing Industrial district, as well as three recently-acquired storage plants in Kansas City, there was need for a connection near Chicago's loop district.

This addition gives the Crooks company an aggregate of more than 1,000,000 square feet of floor space and makes the business one of the largest of its kind west of New York.

The newly-acquired building is of reinforced concrete construction with high ceilings and a heavy floor load capacity, making it suitable for the storage of almost any class of merchandise. A short distance from the loop and among the principal railroad terminals, the building is convenient to the wholesale district.

The building is equipped with a number of rooms which will be used as display rooms for traveling salesmen handling commodities which are more or less difficult to display in the usual hotel display rooms. This convenience is designed as a business-building feature of the Crooks company's operations.

### Farm Bloc to Foster Bill

Representative Dickinson, heading the farm bloc in the House of Representatives, announced in Washington early in April that at the next session of Congress he would introduce a bill making authorizations and appropriations for a comprehensive system of Federal warehouses. Such action, he said, was necessary to supplement the farm credits legislation enacted at the recent session and to make the farm credits plan fully workable.

The proposed warehouses would be located at the principal terminals and shipping centers in agricultural districts and would, the Representative declared, enable the farmers to market their products gradually through the year, stabilize prices and obviate car shortages and freight congestion. It was out of the question to expect private capital to finance such plants, he said, and therefore the Government should act.

### Seattle Plant Progressing

Construction work on the eleven-story and basement terminal sales building of the Pacific Warehouse Co., at First Avenue and Virginia Street, Seattle, has reached the point where it is expected that the building will be ready for occupancy about Sept. 1. The project represents an investment of about \$500,000 and will give the company a total of 200,000 sq. ft. of floor space.



## GROSS AND DALTON BUY CAMPBELL'S IN VANCOUVER

AN important merger of warehousing interests has been effected in Vancouver, British Columbia, Canada. Campbell's Security Fireproof Storage & Moving Co., Ltd., the city's pioneer storage plant, has been purchased for approximately \$100,000 by Frank D. Gross and W. Dalton. Mr. Gross is president of the Mainland Ice & Cold Storage Co., Ltd., and of the Vancouver Warehouses, Ltd., and Mr. Dalton is manager of the Vancouver Warehouses, Ltd.

The Campbell company, storing both merchandise and household goods, was organized a quarter-century ago by John B. Campbell and expanded to become one of the largest firms of its kind in western Canada. Mr. Campbell is today the Canadian Government's shipping master at the port of Vancouver. Charles E. Campbell, owner when the recent purchase was consummated, retires from warehousing to devote his time to his newspaper, the *Vancouver Daily World*. The Campbell firm has membership in the National Furniture Warehousemen's Association and the Canadian Storage and Transfermen's Association.

Mr. Gross and Mr. Dalton, who are members of the American Warehousemen's Association and of the Canadian association, are owners also of the Mainland Transfer Co., Ltd., British Columbia's oldest incorporated transfer company. For the present they intend to carry on the Campbell company's plant, located on Beatty Street, in conjunction with their present enterprises. Mr. Gross took over the Mainland Transfer Co., Ltd., in 1906, a few years after it was organized, and, also in 1906, absorbed the Vancouver Warehouses, Ltd., and the stock of the various firms mentioned is now in the control of Mr. Gross and Mr. Dalton.

### Removes "Bar" from Embargo

In order to circumvent existing embargo conditions at Hartford, Conn., the Hartford Despatch & Trucking Co. has effected arrangement with all railroads entering Springfield, Mass., whereby shipments may be made to Springfield, addressed care of the Hartford company.

The railroads notify the Hartford company upon receipt of shipments, which are then picked up by the company's motor trucks on regular service between Springfield and Hartford and delivered in spite of the embargo situation.

### Missouri Co. Changes Hands

B. H. Stonebraker has sold his interests in the Springfield Warehouse & Transfer Co., Springfield, Mo., to F. R. Aab, a young Springfield business man who becomes vice-president and manager. Bert S. Lee succeeds E. O. Stonebraker as president. Fred George, the company's treasurer for the past five years, retains that office and his interests under the new ownership.

The Springfield company was organized

in 1914 by B. H. Stonebraker with small capital. Other local concerns were absorbed, including the Tucker-Ferguson Warehouse & Transfer Co., of which Fred George was secretary-treasurer. Today the Springfield company owns four merchandise warehouses and one household goods plant and has membership in the National Furniture Warehousemen's Association, Central Warehousemen's Club and Missouri Warehousemen's Association.

### New Boston Company

The Essex Warehouse Co. has been incorporated in Boston to conduct a storage business, with capital stock of \$50,000. Samuel E. Berman is president, and Louis Berman of Brookline is treasurer.

## LEGAL SERVICE BY MR. KAISER

ON pages 25, 26 and 27 are printed inquiries submitted by readers of *Distribution & Warehousing* regarding their legal problems. These questions are of general interest to the men of warehousing and are, for that reason, selected for publication from the many which are being received.

Is there any legal question you would like to ask? Send it in. It will be answered at once by mail—and, if of interest to storage executives generally, it will be printed, together with Mr. Kaiser's answer, on the legal pages—for the information and guidance of others.

This service is without charge.

Mr. Kaiser is a New York practicing lawyer who makes a special study of warehousing, transportation and automotive affairs.

### Reciprocal Insurance Ruling

Clarence W. Hobbs, Commissioner of Insurance of Massachusetts, in reconsidering the application of an inter-insurer or reciprocal insurance exchange organized under the laws of another State, has decided that such a carrier "cannot be admitted to transact insurance" in Massachusetts, "nor indeed can any reciprocal organization, whether formed in the State [Massachusetts] or outside the State."

The commissioner holds that the Legislature of Massachusetts has not enacted legislation under which such an application could be granted.

### Tucker Recovering

G. W. Tucker, president of the Monarch Storage & Warehouse Co., Buffalo, N. Y., is recovering from a nine weeks' illness of pneumonia.

## \$400,000 WAREHOUSE FOR ALLENTOWN, PA.

ALLENTOWN, PA., is to have a new modern merchandise warehouse, according to plans announced by John J. Lordan, president of the Allentown Warehouse Corp., recently organized by local interests.

The company announces that its structure will cost \$400,000, exclusive of the land. Of reinforced concrete, the building will stand six stories high and have a space of 40,000 square feet for each floor, with a ten-car siding on the Lehigh Valley Railroad. The building plans were prepared by P. A. Kley, architect and industrial engineer of Shenandoah, Pa.

"It is the purpose of the company," says a statement by Mr. Lordan, "not only to store general merchandise, machinery, cold storage products, and automobiles from the factory, but to act as distributing agents for manufacturers so as to enable the latter to make quick deliveries. In other words, we plan to make a 'tie up' with the sales departments of manufacturers. This will enable the latter to develop new fields and have prompt and efficient service. Freight is received in Allentown over the Pennsylvania & Reading and the Central Railroad of New Jersey as well as the Lehigh Valley Railroad. Allentown, with a population of nearly 100,000, is the center of a progressive industrial area in eastern Pennsylvania and is a distribution point within a radius of fifty miles."

The company's offices are at 527-531 Hamilton Street.

### Truck Line Permit Denied

The California Railroad Commission has denied applications by the Draymen's Transportation Association for certificates of public convenience and necessity for the transport of household goods and farm products in certain sections of the State.

The proposed motor freight service for moving household goods included Marysville, Stockton, Sacramento, Oakland, Vallejo, San Francisco, Napa and intermediate points.

The Commission held that, while certain individuals or companies who purposed to form the organization, a non-profit association, had handled considerable tonnage in their individual capacities, there was no showing that such tonnage had been handled in the past at rates similar to those proposed by the applicant, or that public convenience and necessity would be served by granting the application. The proposed plan of operation is found by the Commission to be "extremely nebulous and uncertain."

### Austin Niagara's Manager

P. T. Austin has been appointed secretary and manager of the Niagara Storage Co., Buffalo, N. Y. He was for several years owner of the Niagara Furniture Co. and was for twenty-five years in the furniture business.

The storage company has added a 2½-ton Standard truck to its equipment.



## LINCOLN CO. ISSUES \$150,000 IN BONDS

THE Lincoln Storage Co., Cleveland, is floating a bond issue of \$150,000 to finance the building of its new warehouse, seven stories high, 64 by 154 feet, which is already in process of construction.

"The present location on Euclid Avenue, opposite East 57th Street," says a circular issued by The Tillotson & Wolcott Co., the investment firm handling the bond arrangements, "is inadequate for the business. In order to meet the needs of expanding business, the Lincoln Storage Co. has just increased its capital from \$50,000 to \$200,000 and has acquired a valuable new property. The proceeds derived from the increased capital and from the bonds will be used in this development. . . .

"The location will warrant profitable operation. The building will have the advantage of direct railway connection with the Nickel Plate Railroad and the Belt Line and, through the latter, to all railroads entering Cleveland.

"The property is close to Euclid Avenue and East 105th Street district, which is one of the best commercial sections in Cleveland. Cedar Boulevard is the leading entrance to the Heights district, which embraces the municipalities of Cleveland Heights, Shaker Heights, South Euclid and other fast growing suburbs. The property is served by the Fairmount Boulevard, Cedar Avenue and Euclid Heights lines of the Cleveland Railway Co.

"Earnings, with the limited capacity of the present plant, have been usually sufficient to meet interest on the proposed bond issue and, based upon experience, net earnings of the new building are estimated at \$33,000 per year, which is more than the maximum principal and interest requirements of the issue."

The bonds are in denominations of \$1,000, \$500 and \$100 and mature from April 1, 1925, to April 1, 1938, in sums ranging from \$7,000 to \$20,000.

The Lincoln company, formerly known as the Lincoln Fireproof Storage Co., was founded in 1904 and has been under its present ownership since 1918. George A. Rutherford being president and W. H. Turner secretary and treasurer. It is a member of the American Warehousemen's Association, National Furniture Warehousemen's Association, Cleveland Furniture Warehousemen's Association and other organizations of the industry.

### N. Y. Canal Opens

Navigation on the New York State Barge Canal resumes service on May 1 for the season. Twenty-seven carriers and individuals have notified Edward S. Walsh, Albany, State Superintendent of Public Works, that they will operate barges this year. Five of these are considered regular canal operators; the others represent interests which ordinarily engage in the New York Harbor trade, but which own or charter equipment suitable for the canal business and which will provide service if traffic and rate conditions are favorable.

Superintendent Walsh is authority for the statement that virtually every demand made by shipping interests for improvement of conditions found unsafe had been satisfied and that, as far as appropriations will permit, the waterway and all its structures will be maintained in the best possible operating conditions.

### Amick Company to Build

A Denver contracting company in April took out a permit for \$28,000, covering part of the work on a new warehouse for the Amick Transfer & Storage Co. of that city. The building will be three stories high, 75 by 126 ft. This structure, together with improvements on the company's present plant, will mean an expenditure of at least \$75,000.

### Turner Offers "Ad" Prize

The Turner Moving & Storage Co., Denver, in a full page advertisement, printed in green and red, in the latest issue of Denver's telephone directory, offers a prize of \$100 for the best advertising idea submitted on or before May 1. The text reads:

"See Turner's Ad on the outside back cover of this official telephone directory. It is good—see it—but Turner says it can be improved for the next directory. He coined the catch-phrase 'The World Moves—So Does Turner,' which is as good as 'Say It With Flowers.'"

"Now Turner wants a brand new Ad to use in the next directory space, and will pay liberally for the best copy submitted, on or before May 1, 1923, \$100 in cash."

### Moving Firm on the Job

The Johnson Storage & Moving Co., Denver, was instrumental in readjusting a "missing person" case recently. A sixteen-year-old girl lay ill in the Children's Hospital and the physicians were unable to learn her address. A Denver newspaper published the facts. The warehouse company officers read the story and recognized, as one of their customers, the woman whom the sick girl had been mentioning in her delirium. The Johnson company notified the newspaper and the sick girl's identity was established.

### No Action on Bonding Bill

A bill intended to reduce from \$50,000 to \$25,000, in certain cases, the bond rate required from Minnesota public warehousemen, failed to be considered in the closing hours of the biennial session of the Minnesota Legislature in April, owing to the fact that there were so many other bills of overshadowing importance.

The expense of a bond of the larger amount is virtually prohibitive to a warehouseman with a small volume of square feet floor space. The bill which did not pass provided that the minimum amount of bond would be determined by the gross space in a warehouse.

## WAGE DEMANDS REFUSED, 'FRISCO LABORERS IDLE

A WAGE controversy developed between San Francisco warehouse owners and workers on April 16 when 700 employees quit work. Some of the largest storage companies in the city are affected.

According to N. Kramer, secretary of the Warehousemen's Union of San Francisco, the employers refused to grant a wage increase of fifty cents a day.

The men were receiving a daily wage of \$4.50. About a year ago they were getting \$5 a day but relinquished fifty cents, and this they now want restored. After several conferences between owners and union leaders the former declined to grant the increase demanded.

According to the warehouse owners, the men are on strike.

Officers of the union say a lockout is in effect, declaring that the men were willing to work but were "refused employment at the union wage."

### Pier Storage Bill Vetoed

Governor Baxter of Maine has vetoed a bill under which there would have been appropriated \$165,000 for building storage houses in the State pier property at Portland. He expressed opinion that the pier itself should be completed before warehouse construction was begun.

### Would Operate Boston Base

Mayor Curley of Boston has written to A. D. Lasker, chairman of the United States Shipping Board, asking that the city of Boston be given opportunity to submit a proposal for South Boston's \$20,000,000 Army Base. The mayor objects to the space being passed over to the control of any private concern. It is his opinion that municipal operation of the Army Base would avert "exploitation" of New England industrial, manufacturing and agricultural interests.

### 1923 Custom House Guide

Warehousing as an industry is comprehensively represented in the 1923 edition, distributed in April, of the Custom House Guide, published at the Brokers' Room, Custom House, New York City.

This book of 1513 pages, costing \$5, contains warehousing information which covers such subjects as bonding, customs regulations, receipts, terms and conditions, tea regulations, Board of Fire Underwriters' regulations, etc. Lists of officers, committees and members of various warehouse associations are given, together with lists of some of the bonded and free warehouses at the principal ports.

### Tyng Honored

Charles Tyng, president of the Tyng Warehouse Co., Salt Lake City, represented the Salt Lake City Chamber of Commerce at the Victory highway conference in Reno, Nev., in March.

## INCREASES IN PRICES OF TRUCKS FORECAST

PRICE increases on truck parts by unit parts makers foreshadow a general rise in specialized truck prices, according to Detroit manufacturers. There is likelihood that these will become effective within the month.

It is stated that the increases will be moderate and will represent the additional cost of parts and materials entering into truck construction. These are in addition to increases which have been made since the first of the year and in addition to increases reported in recent weeks.

Companies say that in making the new prices public they are anxious to avoid the impression of stringing out increases over a period of several months. Meanwhile the following price changes have been recently announced:

The American Motor Truck Co., Newark, Ohio, has increased prices on three models:

Model	Ton	Old Price	New Price
20	1½	\$2,400	\$2,550
40	2-2½	2,850	3,100
60	3	3,400	3,700

The Kalamazoo Motors Corp., Kalamazoo, Mich., has increased prices on four of its line as follows:

Model	Ton	Old Price	New Price
T	1	\$1,295	\$1,685
LC	2	2,645	2,775
HD	3	3,350	3,500
CK	5	4,500	4,550

### Sheboygan Co. Elects Officers

The Sheboygan (Wis.) Furniture Forwarding Co., organized in 1921 to ship furniture on a cooperative plan and in carload lots, incorporated recently with \$25,000 capital stock and in April elected officers, including E. W. Schultz, president; Will Crocker, secretary and treasurer, and Cornelius Jasperse, manager.

The company now handles several hundred dollars worth of freight each month and operates a warehouse, 60 by 120 ft., with two floors, on South Twelfth Street.

### New Tampa Warehouse

A \$20,000 warehouse which Perry G. Wall and J. Edgar Wall plan to operate for general storage purposes is being erected at South Franklin and Water Streets, Tampa, Fla. One hundred and sixty by 140 ft., the new building will stand on a location convenient to the waterfront and will be served by railroad trackage.

### New Type of Moving Van

A new development of moving van equipment has been evolved by Jerome Starkey of the Starkey Transfer & Storage Co., Sacramento, Cal.

The bed of the van is only 20 inches high when spotted at the curb; a long tail board, let down to the sidewalk, provides a natural runway for trucking. Large swinging doors are built into the side of the van to facilitate loading and unloading; the entire body is padded.

These vans are for handling with

trailers; they are spotted by a Fordson tractor and when loaded are picked up and hauled to the place of unloading, whether house or warehouse. Each van is in charge of a handling crew of two men.

### New Coast Plant

Construction has been completed of three compartments of one of the finest cold storage warehouses in the Pacific Coast, being erected at Petaluma, Cal., by the Petaluma Ice & Cold Storage Co. Machinery has been installed in the section which has been built, and work has been begun on three more compartments.

### New Bedford Company Builds

The Nauset Warehouse Co., New Bedford, Mass., is building an addition which will add 20 per cent to the company's storage space. The new unit, of brick and concrete and to be sprinkler-equipped, will have a ground area of 50 by 100 ft.

## VIRGINIA ENACTS A 3-CENT GAS TAX LAW

THE Virginia General Assembly in its closing sessions in Richmond passed a three-cent gasoline tax law effective July 1 on all motor driven vehicles with the exception of tractors. The matter of a bond issue for good roads was referred to the people of the State for a vote, in November election.

The Assembly adopted legislation fixing the penalty for driving an automobile while drunk at withdrawal of license for one year.

Following the sessions Russell H. Rawlings, secretary of the Virginia Automobile Dealers' Association, said that the gas tax law would be attacked as unconstitutional when it becomes effective.

### New Railroad Warehouse

The Western Maryland Railway Co. is putting up a warehouse, 45 by 250 ft., of concrete and steel, at Hagerstown, Md., on the site of a smaller storage structure destroyed some time ago by fire.

### New Erie, Pa., Plant

The warehouse on which the Union Storage Co. of Erie, Pa., will start construction shortly will cost \$300,000, and an additional \$200,000 will be spent on equipment, including refrigerating machinery and special storage compartments. The building will stand eight stories high, 140 by 78 ft., at Fifteenth and German Streets, with a railroad siding connection.

### Capital Increase

The Railway Terminal Warehouse & Storage Co., Glens Falls, N. Y., has increased its capitalization from \$5,000 to \$15,000.

## UNION TERMINAL BUYS SHATTUCK & NIMMO CO.

THE Union Terminal Warehouse Co., Los Angeles, has purchased the Shattuck & Nimmo Warehouse Co. of the same city. The merchandise branch of the Shattuck & Nimmo interests will continue to be operated by the Union Terminal for the time being, but the household goods division has been discontinued, as the Union Terminal company does not engage in furniture warehousing.

The Shattuck & Nimmo company, which had membership in the American Warehousemen's, National Furniture Warehousemen's and Pacific Coast Furniture Warehousemen's Associations, being identified also with the American Chain of Warehouses, was established in 1902. At the time of its sale E. B. Shattuck was president, W. J. Nimmo was secretary and H. W. Fitch was manager. In the 1923 Warehouse Directory the investment is given as \$40,000.

There are two warehouses—one with 30,000 square feet, for merchandise, and one with 30,000 square feet where both merchandise and household goods are stored. Each plant has a private siding on the Southern Pacific railroad.

### Vermont Co.'s Plans

The Vermont Warehouse Co., Inc., recently organized at White River Junction, Vt., has announced its operating plans. A bonded warehouse business under Federal supervision will be conducted, and commodities and grain and wool will be distributed to points in Vermont and New Hampshire.

Quarters will be in a grain store on Railroad Row and located on a railroad siding, and the management will be in the hands of W. H. Brown of Tunbridge, formerly an officer on a Shipping Board vessel operating in coastwise trade.

E. G. Gerrish has been elected president, Fred R. Robinson, vice-president, and Arthur B. Hough, treasurer.

### Warehouseman Sentenced

Morris De Luca, president of the Anchor Warehouse Co., New York City, was sentenced in the United States District Court on April 10 to four years in the Federal penitentiary at Atlanta and was fined \$2,000. He and others were charged with having imported from Greece 2800 pounds of opium ostensibly destined for Cuba. While in storage the opium was replaced with bricks and stone, which were shipped to Cuba, the drug remaining in New York.

The Anchor Warehouses is in no way identified with the Anchor Stores, Inc. of New York City.

### Iowa Gas Tax Vetoed

Gov. Kendall of Iowa on April 23 vetoed the 2 cent gasoline tax bill which the Legislature passed in the closing days of its session.



## SELIGMAN FORMS NEW PHILADELPHIA COMPANY

THE International Warehouse & Distributing Co. has been organized in Philadelphia by Milton B. Seligman, owner of the Fenton Storage Co. of that city, to take over and operate the plant and business of the International Warehousing Co., a local merchandise storage concern located at Delaware Avenue and Queen Street. The latter company will presently be dissolved, Mr. Seligman announces.

The new International, formed under the laws of Delaware, has identified with it as incorporators Mr. Seligman, who will be actively in charge as manager; Max Pottash of Pottash Bros., owners of the Wolf Street Terminal, Philadelphia, and Charles Stoneman, a Philadelphia insurance adjuster. The latter two men are financially interested in the new company, but will not take any active interest in the business, leaving that phase of the undertaking to Mr. Seligman, who during the past five years has been successful in developing the Fenton Storage Co. at Fifty-second and Kershaw Streets. Mr. Seligman is a member of the Pennsylvania Furniture Warehousemen's Association.

The old International company was established in 1903. Its plant is favorably located near steamship lines and wharves and has a Pennsylvania Railroad siding. The floor space will be increased, Mr. Seligman states, and other improvements are contemplated with a view to specializing in distribution and pool car service.

### Stewart Co. Elects Officers

Officers have been elected by the Thomas J. Stewart Co., New York City and Jersey City, as follows: William T. Bostwick, president and treasurer; Charles Bell, vice-president; Helen T. Judge, secretary. E. B. Conant, formerly vice-president, is no longer with the firm.

### "NIT" League Actions

The National Industrial Traffic League at its spring meeting in Dallas on April 18 and 19 adopted the two following resolutions with regard to railroad consolidation plan and carload rates:

"Resolved, That the National Industrial Traffic League officially participate in the proceeding before the Interstate Commerce Commission (I. C. C. Docket No. 12,964) with reference to the general consolidation plan for the railroads of the country, for the purpose of insisting that any plan which may be adopted shall preserve carrier competition between existing railroad systems, and for the further purpose of presenting to the commission the position heretofore taken by the League with reference to consolidations, and the reasons therefor; and that the executive secretary, together with the league's counsel, be delegated to present the league's views to the commission."

"Resolved, That the National Industrial Traffic League express its sympathy

with the plan to establish carload minima as high as consistent with commercial requirements and with due regard to safe carriage of the lading, but that the League oppose any policy that views the minima to be fixed without reference to commercial needs or to minima that are established purely with respect to car capacity."

### R. R. Warehouse Manager

C. J. Smith was appointed general manager of elevators and warehouses of the Canadian National Railways, effective April 2. A statement issued in Montreal by S. J. Hungerford, vice-president, says:

"Mr. Smith will be charged with the management of the grain elevators and revenue traffic warehouses, reporting to this office (operation and construction departments) in connection with inter-regional matters and generally supervising, under the direction of the Regional General Managers, the operation and maintenance of such facilities under their jurisdiction."

## ARMY BASE AT NORFOLK IS OFFERED FOR SALE

THE War Department announced late in April that the Norfolk Army Base, at Hampton Roads, Va., would be offered for sale by sealed bid, all offers to be received by 11 a.m., standard time, May 22, at which time they will be publicly opened in Room 2024, Munitions Building, Washington, D. C.

Proposal blanks and specifications may be obtained from the Quartermaster General, at the Munitions Building, or from the Commanding Officer, Army Base, Norfolk. The Government reserves the right to reject any or all offers.

The property comprises about seventy-eight acres of land, two piers, eight permanent warehouses, three semi-permanent warehouses, two portable warehouses, fifty miles of laid track with capacity of 3500 cars, numerous trestles, repair shops, unloading platforms, tanks, heating plants, garages, scales, power, lighting, water and sewerage systems and sixty-eight miscellaneous buildings.

The warehouses offered have an aggregate of 2,105,600 sq. ft. of floor space. Each warehouse is served by railroad trackage, is divided by fire walls into bays and is equipped with Grinnell sprinkler system.

The base is on the east shore of Hampton Roads, six miles north of the center of Norfolk, at a point where the dredged channel is 425 ft. wide. A statement by the War Department says:

"It is now in active use and is offered as a going concern, with its concrete piers and quays, railroad yards, eight permanent warehouses and a number of additional buildings."

Virtually \$28,000,000 will be spent by Indiana during the next three years in constructing paved State roads with a total mileage of 958 miles, according to an announcement made by the Indiana Highway Commission.

## BUFFALO COMPANIES PLANNING TO BUILD

THERE will be considerable expansion of Buffalo's warehousing facilities during the coming year when the plans of several companies are put into execution. Many of the buildings and additions would have been completed before this but for present construction costs. Buffalo warehousemen seem to believe that these costs are going to decline during the coming months.

The Fred F. Dye Fireproof Warehouse, Inc., announces plans for a large structure on property adjoining its present plant, work to begin probably after the close of the present moving rush.

The American Household Storage Co. has in view the construction of a six-story warehouse adjoining its present property. The building will contain a silver vault, a trunk room, a passenger elevator and other features.

The Monarch Storage & Warehouse Co., Inc., has purchased land adjoining its present plant and expects to build early in 1924.

The Niagara Storage Co. is planning an addition, six stories or more in height, of concrete, steel and brick construction.

Meanwhile there has been plenty of moving to keep the various Buffalo companies occupied, several firms reporting a capacity business. Commercial storage in some cases is said to be especially light.

### What Is "Handling?"

A decision of the Interstate Commerce Commission, in I. & S. 1702, involving the definition of the term "Handling" at Virginia, South Atlantic and Gulf Ports, by the addition of the following words "placement of cars on tracks serving wharf properties and/or" holds that the carriers have not justified the addition of these words, and the schedules are to be cancelled on or before May 1 on one day's notice. Protest was filed against the proposed change by the Mobile Chamber of Commerce, the Southern Hardwood Traffic Association and the Gulf, Mobile & Northern R.R., and the Texas Gulf Sulphur Co. The decision reviews the practices governing unloading and handling at the several ports and the lack of uniformity which at present exists in the assessment of handling charges, and states that the interpretation placed upon the present rules by the Seaboard and other carriers sharing their view is erroneous. In closing, the decision says:

"The apprehensions of respondents that preferences and prejudices will result if the proposed rule does not become effective do not justify it on this record. Whether or not the service performed by respondents in the movement and placement of cars on the marginal track is such as to justify a charge, and if so, whether or not the charges applicable to the two methods of delivering the traffic to ship side should be the same, are questions which the record does not enable us to answer."



**CONSTRUCTION, REMOVALS,  
PURCHASES AND CHANGES**

A. A. Star Transfer Co., Aberdeen, Wash., has completed its new two-story reinforced concrete warehouse at Hume and L Streets.

Standard Bonded Warehouse Co., Charlotte, N. C., has awarded a contract for construction of a \$90,000 addition at the intersection of McCall Street and the A. T. & O. Railroad. The building is expected to be completed within a few months.

Baltimore & Ohio Railroad has begun work on a \$1,000,000 warehouse and freight house on the Middle Grounds, Toledo, Ohio.

Canton Company of Baltimore will erect a one-story structural steel warehouse near Twelfth Avenue, to cost \$50,000.

City Fuel & Ice Co., Lodi, Cal., will erect a storage warehouse in South Sacramento Street.

Island Warehouse Corp., Buffalo, N. Y., plans to construct a ten-story building at the foot of Ganson Street.

Lincoln Storage Co. is the new corporate name, effective March 29, of the Lincoln Fireproof Storage Co., Cleveland, the term "Fireproof" being dropped from the title.

Albert Adams Transfer & Storage Co., Zanesville, Ohio, plans to erect a warehouse with 35,000 sq. ft. of floor space, on Muskingum Avenue extending back to the Pennsylvania Railroad right of way.

Lightning Delivery Co., Phoenix, Ariz., is spending \$30,000 on extending and improving its plant at Fourteenth and Jackson Streets. The space will be used for storing household goods.

National Storage & Warehouse Co., Spokane, Wash., recently organized, is taking over the warehouse of the Moline Plow Co., at 228 West Pacific Avenue. The building contains 54,000 sq. ft. of floor space and will be used for general merchandise warehousing.

Pacific Fruit & Produce Co., Wenatchee, Wash., is building a three-story cold storage warehouse, 100 by 180 ft., of concrete, tile and brick, to contain 54,000 sq. ft. of floor space. Building and machinery will cost about \$1,000,000.

Bruns Transfer Co., Birmingham, Ala., has taken over the D. R. L. & P. freight depot at First Avenue and Eighteenth Street and will convert it into a modern warehouse.

Bekins Fireproof Storage, San Francisco, is planning to build a seven-story warehouse on Geary Avenue adjoining the municipal car barns.

Walldren Storage Warehouse Co., Chicago, has increased its capital stock from \$25,000 to \$100,000.

Baers Express & Storage Co., Chicago, is planning to build a five-story brick, steel and reinforced concrete storage plant, 45 by 100 ft., on Milwaukee Avenue, to cost \$150,000.

S. C. Walker, Smith Center, Kan., will shortly begin construction of a three-story and basement cold storage warehouse, 40 by 100 ft., to cost about \$50,000.

A. H. Phillips, Holberton, N. Y., heads a syndicate which plans to erect a \$200,000 cold storage warehouse in Fancher, N. Y.

Blue Valley Ice & Storage Co., Leads, Mo., will build a two-story and basement brick and reinforced concrete cold storage warehouse.

Chemical Cold Storage Co., Youngstown, N. Y., will construct a \$100,000 brick and concrete warehouse.

S. Miller Cold Storage Co., Inc., Marshfield, Wis., is planning to build a three-story and basement brick and reinforced concrete warehouse, 46 by 120 ft., to cost \$150,000, together with an addition, 52 by 130 ft., to its present plant on Main Street.

Pontiac Warehouse Co., Pontiac, Mich., is being organized with \$100,000 capital and plans to erect a reinforced concrete and steel warehouse, on Willow Avenue, to contain 30,000 sq. ft. of floor space.

Fidelity Transfer Co., St. Louis, is planning to build a \$200,000 warehouse at Cere Street and Broadway.

Williamsport Storage Co., Williamsport, Pa., is erecting a reinforced concrete warehouse, 50 by 161 ft., three stories and basement, adjoining the Pennsylvania Railroad tracks.

Cadillac Storage & Transfer Co., Cadillac, Mich., is building a warehouse, 50 by 100 ft., on Wood Street near the Ann Arbor Railroad tracks.

Northwestern Terminal Co., Minneapolis, is planning to erect a \$20,000 warehouse at 2521 East Hennepin Avenue.

Federal Cold Storage Co., St. Louis, has opened its cold storage plant at 1800 North Broadway. The building contains 3,570,340 cu. ft. of storage space.

Newark Cold Storage Co., Newark, N. Y., plans construction of a \$250,000 cold storage warehouse.

National Ice & Cold Storage Co., San Francisco, has awarded a contract for a \$50,000 addition to its plant in Santa Rosa, Cal.

Milwaukee - Waukesha Delivery Co., Milwaukee, will build a 5-story and basement warehouse, 52 by 100 feet, to cost about \$100,000.

**Murphy Building Under Way**

The Murphy Transfer & Storage Co., Minneapolis, has under construction its new warehouse, with one-story attached garage, at Fourth Street and Ninth Avenue, to cost, it is estimated, \$325,000. At present four stories and the basement are being built, but footings are being put in for a ten-story structure eventually. The warehouse is of steel and concrete entirely and is expected to be ready for occupancy about Aug. 1. Including the garage, the frontage on Fourth Street is 164 feet and the building will extend back 149 feet to the tracks of the Great Northern and Burlington railways.

**Reed Bekins to Build**

The Bekins Fireproof Storage, San Francisco, has had plans prepared for a seven story and basement brick, steel and reinforced concrete warehouse at Masonic and Geary Avenues, to cost \$350,000.

**NEW INCORPORATIONS  
WITHIN THE INDUSTRY**

Mollere Warehouse Association, Grand Rapids, Mich. Capitalization, \$50,000. Stockholders, Victor J. Mollere, Edwin B. Sutton and Leon W. Harrington.

National Storage Warehouse Co., South Bend, Ind. Capital, \$100,000. Directors, Fred A. Bryan, Lee C. Mason and Wilbur M. Warner.

Saint Clair Storage Co., Cleveland. Capital \$30,000. Incorporators, William H. Birchall, H. G. Hammond, C. F. Wall, Bernard Groenewold and M. J. Walinski.

West Side Storage Warehouse Co., Cleveland. Capital \$10,000. Incorporators, Marine McMahon, Robert P. Clark, William O'Brien, Charles A. Hyde and George E. Bradbury.

Bonded Warehouse Co., Inc., Pensacola, Fla. Capital stock, \$10,000. To conduct a general warehousing business.

Shaw Warehouse & Forwarding Co., San Jose, Cal. Capital, \$75,000.

Manufacturers' Warehouse Co., Montgomery, Ala. Capital stock, \$50,000.

Knickerbocker Warehouse & Storage Co., Akron, Ohio. Capital, \$50,000.

Citizens Bonded Warehouse Co., Gastonia, N. C. Capital stock, \$100,000.

**Warehousemen Aid Salvation Army**

Warehousing is among the New York industries which will engage in collecting funds for The Salvation Army during the month of May, with Henry W. Taft, brother of William Howard Taft, serving as general chairman. The appeal is for \$500,000 for the maintenance of work in the city during the fiscal year to begin June 1.

Charles S. Morris, president of the Metropolitan Fireproof Warehouse Co. and past president of the National Furniture Warehousemen's Association, is chairman of the trucking and furniture warehouses division.

H. A. Holt of the Bush Terminal Co. is chairman of the warehouses and terminal group.

**Webb with Central Company**

It is announced by the Central Storage Warehouse, Inc., Springfield, Mass., that Charles W. Webb, formerly manager of the household goods department of the Bay State Storage & Warehouse Co., Springfield, has become identified with the Central company as assistant manager. Mr. Webb, long a familiar figure at furniture warehousing conventions, has been engaged in this business for the past fifteen years.

**Knoxville Co. to Build**

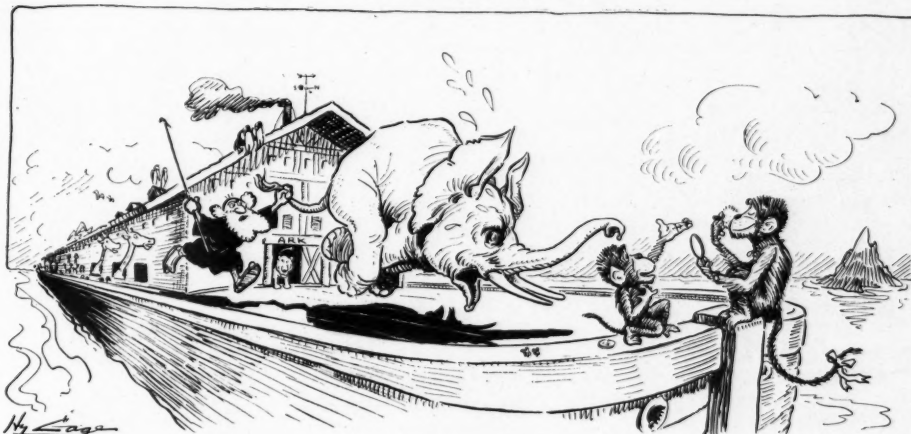
The Knoxville Fireproof Storage Co. recently organized by local capital at Knoxville, Tenn., has let a contract for the construction of a \$200,000 five-story bonded warehouse at Randolph Street and the Southern Railway tracks.

**Charlotte Blaze**

Fire of unknown origin virtually destroyed the contents of the general storage warehouse of the Cochran & Ross Co. at Charlotte, N. C., on April 7.

# BIG MOVES IN HISTORY

Number Three



**EVERYBODY HAPPY?** Well all we know is that it took a flood to get Noah going on his famous move -- and he never made another.

A flood might interfere, otherwise every day rain or shine warehousemen can depend on **BIG 4** service in the field of long distance moving.

*The **BIG 4** Transfer Company has reached such a point of efficiency that it now operates on a schedule and tariff as accurate and dependable as those of a railroad*

## BIG FOUR TRANSFER COMPANY

### REPRESENTATIVES

**ATLANTIC CITY**  
Eldredge Express and Storage Warehouse Co.

**BALTIMORE**  
Atlas Safe Deposit and Storage Co.  
Baltimore Storage and Moving Co.  
Graham's Storage Warehouse Co.  
Jarboe Brothers  
Kaufman's Fireproof Storage Warehouse  
Monumental Storage and Carpet Cleaning Co.  
Security Storage and Trust Co.

**BOSTON**  
Dorchester Fireproof Storage Warehouse  
Suffolk Storage Warehouse Co.

**BRIDGEPORT, CONN.**  
The Bridgeport Storage Warehouse Co., Inc.

**BUFFALO**  
Leonard Warehouses, Inc.

**CHESTER, PA.**  
Headley's Express and Storage Co.

**CLEVELAND**  
Lincoln Storage Co.

**EAST ORANGE, N. J.**  
Lincoln Storage Warehouses, Inc.

**HARTFORD**  
Hartford Despatch and Trucking Co.

**JERSEY CITY**  
Thos. J. Stewart Co.

**LANSDOWNE, PA.**  
R. J. Robinson

**NEWARK**  
Model Storage Warehouses, Inc.

**NEW YORK**  
Gilbert Storage Co.  
Thos. J. Stewart Co.

**PETERSBURG, VA.**  
Southern Bonded Warehouse Corp.

**PITTSBURGH**  
Hoeveler Warehouse Co.



**Incorporated**

**EXECUTIVE OFFICES:**  
1125 14th St., NW.  
Washington, D. C.

President—Walter W. Hall  
Vice-Pres.—Walter E. Sweeting  
Sec'y-Treasurer—B. F. Anderson

**PHILADELPHIA**  
Advance Storage Co.  
Atlas Storage Warehouse Co.  
Federal Storage Warehouses  
Hildenbrand Bros.  
Penn Storage & Van Co.  
Powelton Storage House  
Twentieth Century Storage Warehouse Co.  
Wallace Storage and Carpet Cleaning Co., Inc.

**PROVIDENCE**  
Broadway Storage Co.  
Cady Moving & Storage Co.  
Orrin E. Jones

**RICHMOND**  
W. Fred Richardson Security Storage Co.

**SPRINGFIELD, MASS.**  
Central Storage Warehouse, Inc.  
**SUMMIT, N. J.**  
The Summit Express Co., Inc.

**TRENTON**  
Petty Express & Storage Co.

**WAYNE, PA.**  
E. F. Kromer & Son  
**WILLIAMSPORT, PA.**  
W. D. Leeds Storage Warehouses

**WILMINGTON, DEL.**  
Security Fireproof Storage Warehouse

**WORCESTER**  
School Street Storage Warehouse  
Worcester Storage Co.



## Your profit is made Here

**In the architect's office where  
your warehouse is designed—that  
is where your profit is made.**

Your storage revenue income is settled upon then and there. An incorrectly laid out warehouse cuts your available storage space which cuts your profits.

Unless your warehouse is designed to provide from 70 to 75% of total square foot area available for storage purposes—you lose money.

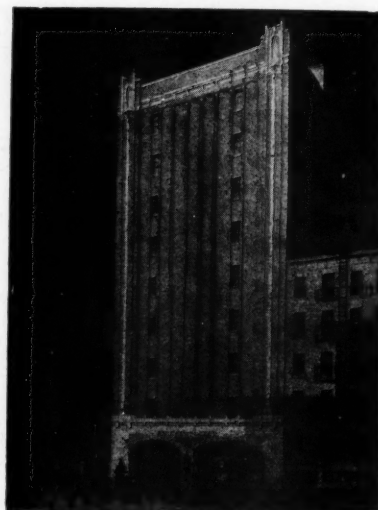
### **Our business is to save you money**

Our years of experience in warehouse designing—our years of accomplishment, represented in actual savings to those we have served—is proof that you may expect the same profitable result by availing yourselves of our services.

We solicit an opportunity to convince you that Moores and Dunford service will insure lowest building cost consistent with good work—a building that will be a credit to your community—a building that will bring you greatest possible returns on your investment.

Immediate attention will be given your request for an interview.

**We charge no fee for consultation  
and advice**



*One of the many warehouses we have designed.*

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.

## **MOORES & DUNFORD**

Suite 903-4  
110 East 42 St.  
New York City

744 First National  
Bank Building  
Chicago, Ill.





# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## Mr. Shipper, Meet Mr. Warehouseman.

THE warehouse friends that you need in the successful carrying out of your business, Mr. Shipper, are properly introduced to you by *Shipper's Index*. It provides you with a national acquaintance among the warehousemen who can represent you best at points where you cannot be yourself, but where it is imperative that your orders should be properly executed.

The manufacturer seeking a distributor or the forwarder of household goods seeking a responsible consignee, can find in *Shipper's Index* the warehouseman who will serve him best. His announcement in *Shipper's Index* attests not only his confidence in his ability to do your work in your own way, but also his desire to be entrusted with it. He is eager to build his business and will build yours with it.

Get in touch with him when you need his service.

*The Warehouseman who advertises  
his ability to serve is deserving of  
the Shipper's first consideration.*

## CONVENTION CALENDAR

May 10	National Highway Traffic Association	New York City
June 19	New York State Cold Storage Association	Rochester, N. Y., and Coburg, Ont.
June 25-27	National Team and Motor Truck Owners' Association	Milwaukee
July 8-11	National Furniture Warehousemen's Association	Mackinac Island, Mich.
July	Central Warehousemen's Club	(To be decided)
Sept. 20	Connecticut Warehousemen's Association	New Haven
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Canadian Storage & Transfermen's Association	Montreal
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)
January	New York Furniture Warehousemen's Association	New York City
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February	Maryland Furniture Warehousemen's Association	Baltimore
February	New Jersey Furniture Warehousemen's Association	Newark
February	Kansas City Warehousemen's Association	Kansas City

**BIRMINGHAM, ALA.**

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING      STORING      HAULING      PACKING

2100-2111 Avenue E, Birmingham, Ala.

**BIRMINGHAM, ALA.***"The World Moves—So Does Goodman"***GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

**BIRMINGHAM, ALA.****BIRMINGHAM, ALA.****HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

**BIRMINGHAM, ALA.****Hess-Strickland Transfer  
& Storage Co.**General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

The Men Who Distribute

**Ivory Soap**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**BIRMINGHAM, ALA.****WARRANT  
WAREHOUSE  
COMPANY**

Established 1905

**BIRMINGHAM      and      MOBILE****Fireproof Sprinklered Warehouses**

Sidetracks connecting with All Railroads

**DISTRIBUTION — STORAGE      LOANS**

Operates Its Own Trucks and Teams

**LOWEST INSURANCE RATES IN THE SOUTH****MOBILE, ALA.****Acme Transfer and Storage Co.**

209-211 N. Royal St.

**Distribution**Transfer  
Pool Cars**"Service"**Forwarding  
Storage**Household Goods****Mobile, Ala.****MONTGOMERY, ALA.***"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

**MONTGOMERY, ALA.****STANFORD:****Packers—Movers—Shippers**

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.  
Montgomery, Alabama**NOGALES, ARIZONA****The West Coast Warehouse Co., Inc.**

Nogales, Arizona

**The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.**

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

**TUCSON, ARIZONA****Tucson Warehouse & Transfer Co.****POOL CAR DISTRIBUTORS****FIREPROOF STORAGE**

26 North Scott St.

**Tucson, Arizona**

## FORT SMITH, ARK.



O.K. TRANSFER &amp; STORAGE CO.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



## TEXARKANA, ARK.

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

ESTABLISHED 1882

DISTRIBUTORS OF

POOL CARS  
STORAGE  
TRUCKING  
MOVING

## BERKELEY, CAL.

**STUDENTS**  
**Transfer & Storage Co.**  
"ALWAYS MOVING"



The Leading Fireproof storage place in  
Berkeley

We give daily service to Oakland,  
Alameda, Piedmont, Emeryville  
and San Francisco

**S**TUDENTS  
**T**ORAGE  
**S**ERVICE

The Men Who Distribute

**Vacuum Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

EL CENTRO, CAL.  
IMPERIAL VALLEY**PIONEER TRUCK and TRANSFER CO.**

Warehouse:

S. E. Cor. 3rd & State Sts.  
Office: 114 N. 5th St.

Only Reinforced  
Concrete Warehouse  
for Storage and  
Carload Distributing  
Throughout  
the Whole Imperial  
Valley.

Daily Truck Service  
to All Valley Towns.

Our Stock in Trade,  
SERVICE.



## FRESNO, CAL.

**BEKINS**

VAN AND STORAGE CO.

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly  
Handled**

FRESNO SAN FRANCISCO OAKLAND  
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## FRESNO, CAL.



FIRE-PROOF  
LOW INSURANCE

STATE CENTER WARE-  
HOUSE & COLD  
STORAGE COMPANY

General Merchandise storing and  
distributing.  
Packing, Crating and Shipping of  
Household Goods.

## FRESNO, CAL.

**Valley Van & Storage Co., Inc.**

Private Spur

Distributors of Pool Cars of

Household Goods, Machinery and Merchandise

Office: 842 Broadway, Fresno, Calif.

## HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

**Hollywood Storage Company, Inc.**

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.,

Hollywood, Calif.

The Men Who Distribute

**Whitney-Eckstein Seeds**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## LONG BEACH, CAL.

LONG BEACH OFFICE:  
144 Pacific Ave.LOS ANGELES OFFICE:  
426 Alameda St.HOUSEHOLD GOODS  
Removals, Storage, Packing, ForwardingMERCHANDISE  
Warehousing, DistributingMEMBER { California Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

## LOS ANGELES, CAL.

# BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

## California Shipments Promptly Handled

FRESNO 1248 Van Ness Ave.    SAN FRANCISCO 13th and Mission    OAKLAND 22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## LOS ANGELES, CAL.



## CALIFORNIA TRUCK CO.

INCORPORATED 1884

### Pool Carload Distributors

Handling goods destined to points in  
SOUTHERN CALIFORNIA and ARIZONA  
and to

TRANS-PACIFIC PORTS  
322-324 EAST THIRD STREET

## LOS ANGELES, CAL.

# FIDELITY

## FIREPROOF STORAGE

Washington & Arapahoe Sts.  
Los Angeles, Calif.

Prompt and Efficient Service  
Pool Car Distribution Solicited

MEMBER

National Furn. Warehousemen's Assn.  
Pac. Coast Furn. Warehousemen's Assn.

Frank Robert Palmateer, Prop.

## LOS ANGELES, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES.

## Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution    Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave.    Hollywood, Calif.

## LOS ANGELES, CAL.



For the security of your customers—for the sake of their future patronage, consign your Los Angeles shipments to—

## LOS ANGELES Co

### Warehouse Co

316 Commercial St.

M. E. Turner, Mgr.

## LOS ANGELES, CAL.

## TWO BIG REASONS WHY

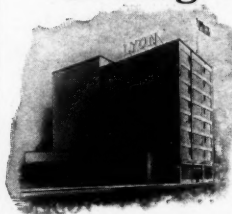
—and there are hosts of others equally convincing. Investigate!



*Lyon* Fireproof Storage Co.  
1950 SO. VERMONT AVE. LOS ANGELES

MEMBER  
National Furniture Warehousemen's Association

## Consign to LYON



Immediate service when Bill of Lading is received.

Collections handled promptly.

Reasonable Rates.

Private Spur Track.

The Men Who Distribute

## Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE

941 W. 16th ST.

SAN DIEGO

OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## LOS ANGELES, CAL.

**WEST COAST**  
WAREHOUSE CO. OF LOS ANGELES  
MERCHANDISE STORAGE  
DISTRIBUTION

Ample Trackage  
Efficient Service  
Central Location

Address—

Sixth and Utah Sts.

LOS ANGELES

E. Jordan Brookes, Owner and Manager.



## LOS ANGELES, CAL.

**Shattuck & Nimmo**  
**Warehouse Co.**

Commercial and  
Household Furniture  
Storage

WE SPECIALIZE IN DISTRIBUTION OF  
CARLOAD SHIPMENTS

Ample Private Trackage at  
Plant and Equipment for  
Prompt and Efficient Service.

## MEMBERS

American Chain of Warehouses  
American Warehousemen's Association  
California Warehousemen's Association  
National Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
Local Rotary Club and Chamber of Commerce

## LOS ANGELES, CAL.



Warehouse No. 9

Traffic  
Managers  
and  
National  
Distributors

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate  
18c per \$100.00  
per year.



Warehouse No. 1

**Union Terminal Warehouse Company**

## OAKLAND, CAL.

# BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly  
Handled**

FRESNO      SAN FRANCISCO      OAKLAND  
1248 Van Ness Ave.    13th and Mission    22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## SAN FRANCISCO, CAL.

Consign to

## THE HASLETT WAREHOUSE CO.

60 California St., San Francisco

Pioneer in the Warehouse and Distribution Business.

Operating in the Logical Distribution Center of the Pacific Slope with

Complete Warehouse and Drayage Facilities. Low Insurance Rates.

S. M. HASLETT  
PresidentP. E. HASLETT  
Secretary

## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

## SAN DIEGO, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

# PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES

OFFICE

941 W. 16th St.

SAN DIEGO

OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

## SAN FRANCISCO, CAL.



### Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

## SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.

# BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly  
Handled**

FRESNO      SAN FRANCISCO      OAKLAND  
1248 Van Ness Ave.    13th and Mission    22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## DENVER, COL.



## WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

## DENVER

Serves Two Million Population

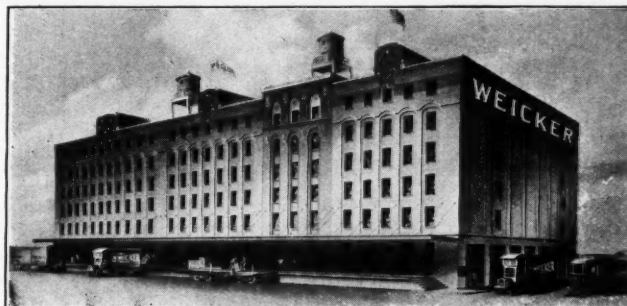
Send Pool Cars in our care for distribution. 42 teams and trucks insure prompt service to customers and satisfaction to you.

**The Kennicott-Patterson Transfer Co.**  
1700 Sixteenth St.      DENVER, COLORADO



DENVER, COL.

# When You Need SERVICE in Denver and vicinity



*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute  
General Merchandise,  
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



## THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado

TRINIDAD, COL.

### Pople Transfer & Storage Co.

General Hauling  
Moving, Packing and Storing of  
Furniture and Pianos

748 West Main Street

BRIDGEPORT, CONN.

### THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods  
Warehousing and Distribution  
Private siding—Free switching  
Low Insurance—Prompt Service

HARTFORD, CONN.

### FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China  
Our Specialty

**BARTLETT BROS.**

212 Asylum St., Hartford, Conn.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

### GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor  
Local and Long Distance  
FURNITURE AND PIANO MOVING

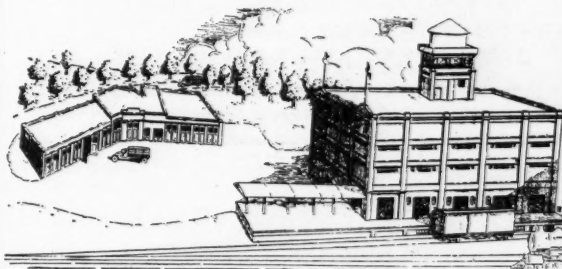
Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

### Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of  
AMERICAN WAREHOUSEMEN'S ASSOCIATION  
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.  
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

**HARTFORD, CONN.**

Est. 1892 **HARRIS EXPRESS** Tel. 2-2611  
 I. PASTERNAK, Prop.  
 89 MORGAN STREET, HARTFORD, CONN.  
 Moving, Hauling and General Trucking  
 We specialize in loading, unloading and reconsigning  
 of carload shipments.

**HARTFORD, CONN.**

Established 1850 Incorporated 1908

Ship Freight in Care of  
**The Bill Brothers  
 Company**

**GENERAL TRANSFER AND  
 FORWARDING AGENTS**

**46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

**STORAGE WAREHOUSES**

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

**NEW HAVEN, CONN.**

**THE SMEDLEY CO.**

165-181 Brewery St.

**FIREPROOF STORAGE WAREHOUSE  
 ALL PRIVATE ROOMS**

*Packing, Shipping, Storage of Household Goods Exclusively.  
 Trucking of All Kinds and Capacities.*

**NEW LONDON, CONN.**

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

**PIANO AND FURNITURE PACKER, MOVER  
 AND SHIPPER**

Safe Mover—Freight and Baggage Transfer—STORAGE

**WATERBURY, CONN.**

**The Ralph N. Blakeslee Company**

Est. 1859

Storage { Furniture      Trucking { Local and  
           { Merchandise                      { Long Distance  
 Large Padded VANS for Furniture Moving  
 Members N. F. W. A.

**WATERBURY, CONN.**

**Waterbury Storage Company**

John Moriarty, Inc., Prop.  
 Est. 1877

127 East Main St.

Elevators      Fireproof Buildings      Cap. 562 Rooms  
 Members N. F. W. A.

**WASHINGTON, D. C.**

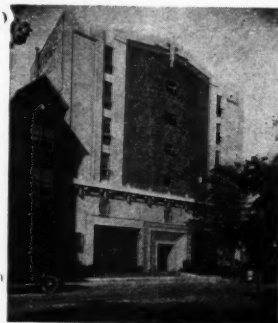
**Metropolitan Warehouse Company**  
**50 Florida Ave., N. E.**

Designed, constructed and operated for the economical handling of high grade merchandise and household effects. Storage and distribution. One block from B & O RR yards. Centrally located. Motor Truck Service.

**WASHINGTON, D. C.**

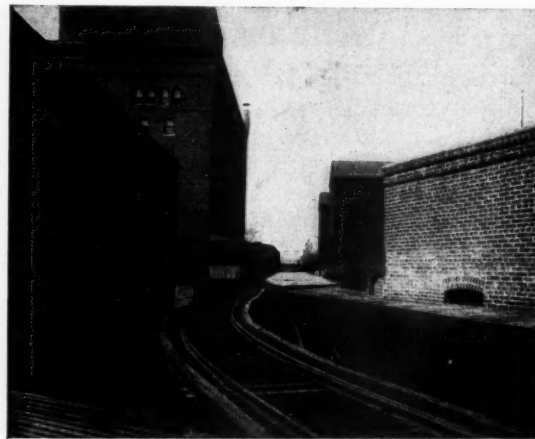
**Fireproof  
 Construction  
 Service-  
 Promotion**

Regular Long Distance  
 Hauling  
 Baltimore to New York  
 and  
 Way Points-Services



**Smith Transfer & Storage Co.**

1313 You Street, Washington, D. C.  
 MEMBERS N. F. W. A.

**WASHINGTON, D. C.**

When in need of Merchandise Warehouse Service of any kind in

**WASHINGTON, D. C.**

*Call on Us*

**The Terminal Storage Co.**

**of District of Columbia**

First and L Streets, N. E.  
 B & O Sidings to Warehouses

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**  
418-420 TENTH STREET, N. W.

MEMBERS:  
National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

Modern Fireproof Warehouse

We send our check *immedi-  
ately* upon receipt of bill of  
lading, for your charges.

Member:  
American Warehousemen's Assn.

Distributors of Pool Cars

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.  
Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinez Streets

## PENSACOLA, FLA.

**PENSACOLA, FLA.**

Storage—Distribution—Forwarding  
Merchandise Only

Prompt Service—Accurate Accounting

**THE M. F. GONZALEZ COMPANY**

## JACKSONVILLE, FLA.

**Delcher Bros. Storage Co.**

459-61-63-65 Riverside Avenue

**FIREPROOF WAREHOUSE**

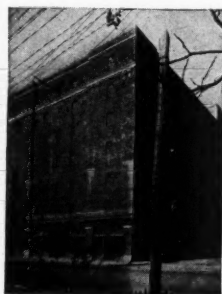
Low Insurance Rate.

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles  
for Tourists



Member National Furniture  
Warehousemen's Association

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## LAKELAND, FLA.

**YARNALL TRANSFER & STORAGE COMPANY**

Located in the center of the railroad and hard road district  
of South Florida.

If you are interested in making a 24 hour quicker delivery  
to your customers than you are now doing, write us.

**Moving      Packing      Storing      Distributing**

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.

Private Trackage      Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

## ATLANTA, GA.



HOUSEHOLD GOODS EXCLUSIVELY  
THE MOST **MODERN WAREHOUSE** IN THE SOUTH

## ATLANTA, GA.

**NATIONAL  
Bonded Warehouse**

Atlanta's Newest and Largest Warehouse

**STORAGE and DISTRIBUTION**

Liberal Cash Advances Made on Storage

"Bonded for Your Protection"



ATLANTA, GA.

# SECURITY WAREHOUSE COMPANY

## ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

MERCHANDISE ONLY

ATLANTA, GA.

### MORROW

Transfer & Storage Company  
HOUSEHOLD GOODS and COMMERCIAL  
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

### JOHN J. WOODSIDE STORAGE CO., Inc.

Established 1891

Office: 239-241 Edgewood Avenue, Atlanta, Georgia

STORAGE—MOVING—PACKING—SHIPPING

HOUSEHOLD GOODS AND PIANOS EXCLUSIVELY

Our Three Warehouses Are Convenient to All Freight  
Depots



We will give your customer the right kind of  
service at this end and your interests will be  
well protected

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH

Established 1900

THE HOLLINGSWORTH WAREHOUSES  
STORAGE, DISTRIBUTION AND FORWARDING  
MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located  
in the heart of the wholesale district and most convenient to all  
freight depots.

Private siding connecting with all railroads.

556 &amp; 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

### Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and  
Steamship Docks

Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President

302-316 Williamson Street Savannah, Ga.  
P. O. Box 985

SAVANNAH, GA.

### Savannah Distributing Company

MERCHANDISE STORAGE  
TRACKAGE FACILITIES TO PLATFORMS  
FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars

Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.

CONVENIENT TO ALL S. S. TERMINALS.

## BOISE, IDAHO

**PEASLEY**  
**TRANSFER & STORAGE COMPANY**  
 STORAGE, TRANSFER AND FORWARDING  
 NINTH AND GROVE STREETS

## POCATELLO, IDAHO

## Garrett Transfer & Storage Co., Inc.

Storage, Distributing,  
 of Merchandise.  
 Pool Cars a Specialty.

*Write for Rates*

Pocatello, Idaho

The Men Who Distribute

### Congoleum

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## Seven Out of Ten Use the Shippers' Index

**P**RINTERS' INK, a publication for publishers and advertisers, recently printed a list of the companies in the United States who spend the most money for advertising. This list was made up, quite naturally, of most of the country's largest distributors of merchandise. In it there were soap manufacturers, sugar refiners, soup canners, large cereal makers and companies engaged in the manufacture and distribution of many other products.

Seven out of the first ten of these companies, including the first, second and third, have traffic and distribution managers who are regular readers of DISTRIBUTION & WAREHOUSING and who consult the Shippers' Index for information regarding warehouses through which to distribute their products.

The warehouseman with facilities and capacity for rendering the kind of service which these manufacturers require, by being represented regularly in the Shippers' Index, keeps these facts and his name and location constantly before those who can use his services to his profit and to their own advantage.

*The Warehouseman who advertises  
 his ability to serve is deserving of  
 the Shipper's first consideration*

## BLOOMINGTON, ILL.



## Here Is Your New Bloomington Branch

That desire you have long had, to distribute to the center of the Middle West economically and swiftly, is about to be satisfied.

You only need place a stock on our floors, and send us a list of your accredited customers. Then they may order from us direct, receiving their goods with surprising promptness, in excellent condition.

We can deliver to practically any point in Illinois in one day; in the adjacent states in one or two. Five trunk lines are connected by rail with our platforms, and switching is gratis.

Our building is fire-resistant, sprinkled, immaculately clean. Our local delivery provides thirty-minute connection with four of the best jobbing houses in the state.

Refer to Fels & Co., The Sharples Separator Co., The Montauk Metallic Bed Co., or the American Sugar Refining Co., for a statement of the service we render.

Name the commodity you manufacture or distribute, and find how reasonable our rates are. Name the field absorbing your product and learn how we are able to reach it at low cost. Dictate the letter before you turn the page.

The  
**JOHNSON**  
**TRANSFER & FUEL CO.**

Office, 401-403 Center St.

## CAIRO, ILL.

Cairo Storage  
and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS  
Incorporated—Bonded—Licensed  
COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
ALL RATES BREAK ON CAIRO

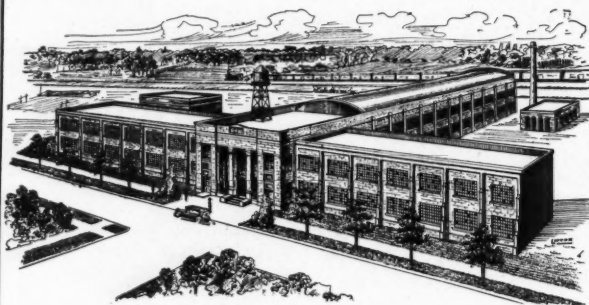
## CAIRO, ILL.

## Glynn's

## TRANSFER and FIREPROOF STORAGE

MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS  
Private Siding—Trucking Service—Member N.F.W.A.  
The Only Storage Firm in the City Who Own Their  
Fireproof Building

## CHAMPAIGN, ILL.

C. M. CALDWELL  
STORAGE COMPANY

Fireproof Merchandise Warehouse Five  
Blocks from Business Center Free Switch-  
ing on all Railroads.

40,000 square feet. Private siding on Illinois  
Central R. R. Pool Car Distributors.

1002 N. Market St. Champaign, Ill.

CHAMPAIGN, ILL.  
URBANA, ILL.

## WAGNER &amp; SON

## TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts. Champaign, Ill.

## CHICAGO, ILL.

## BEKINS

## HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles  
and Machinery  
General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

CENTRAL  
STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating  
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-  
famous Central Manufacturing District—The geographical  
center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination  
WHY NOT USE THE BEST FACILITIES?

## CHICAGO, ILL.

Before you decide on your  
Chicago Warehousing connections,  
investigate the facilities and service  
of the —

Continental Warehouse Co.  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart  
of the freight terminal district*

## CHICAGO, ILL.

## Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

MERCHANDISE  
STORAGE EXCLUSIVELY

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

## CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS  
Mark your consignments for

The DREXEL STORAGE &  
TRANSFER COMPANY

4837-4839 Cottage Grove Ave., Chicago, Ill.

The Men Who Distribute

## Western Elec. Products

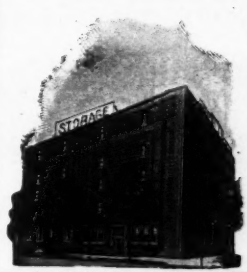
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



CHICAGO, ILL.

## EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
For Household Goods  
(Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

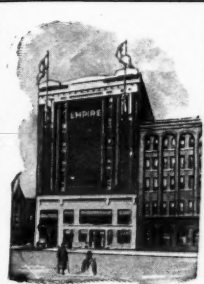
Low distribution rate on pool cars.

"Ship the  
Empire Way"

## EMPIRE STORAGE COMPANY

52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER  
National Furniture Warehousemen's Assn.  
Illinois



CHICAGO, ILL.

## HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the  
United States

### HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

### MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

### Pool Car Distributors

Members N. F. W. A., A. W. A.,  
Ill. W. A.

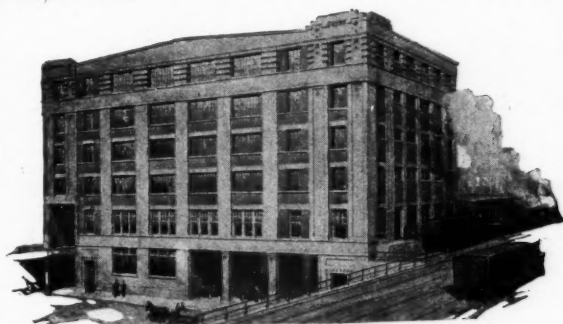
OAKLAND  
Fortieth Street and Calumet Ave.  
KENWOOD  
4714-16 Cottage Grove Ave.  
WOODLAWN  
1117-19 East 63rd St.  
ENGLEWOOD  
6154-56 Wentworth Ave.  
STONY ISLAND  
6824-26 Stony Island Ave.  
BROADWAY  
4015-17 Broadway

Harder's Fireproof  
Storage & Van Co.

General Offices  
40th St. and Calumet Ave.  
Chicago



CHICAGO, ILL.



## This New Unit in G & W Storage Facilities is Now in Service

Direct connection with five trunk lines and a belt line insures adequate switching service.

G & W Insures Warehouse Service

GRISWOLD & WALKER, Inc.  
1525 Newberry Avenue  
CHICAGO

CHICAGO, ILL.

ESTABLISHED 1874

## HEBARD

## Storage Warehouses

All collections on shipments made to us promptly remitted.

Member of

National Furniture  
Warehousemen's Association,  
Illinois, New York and  
Southern Warehousemen's  
Association.



### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

# KESSEL BROS.

## STORAGE WAREHOUSES

100,000 SQUARE FEET

Our two warehouses, manned by bonded and experienced warehousemen, offer much to you in the storage, moving, packing and shipping of household goods.

Our service and facilities plus two locations convenient for South Side distribution make it possible to quote unusually favorable rates. We distribute pool cars and transfer lots promptly. Truck and van service.

Consign to us in carload lots via the Chicago Junction Railroad—on less than carload lots consign to Englewood Station. We remit promptly on collections. References: Dun's, Bradstreet's or your bank.

We guarantee satisfaction and invite correspondence.

**We Reciprocate on Shipments**

### KESSEL BROS.

Warehouse "A"  
2-12 East 41st St.

General Office  
4033 State Street

Warehouse "B"  
3836-3850 Indiana Ave.

CHICAGO, ILL.

"NO DELAYS"

## Edward Lasham Co.

Merchandise Storage  
Pool Car Distributors  
Teaming and City Delivery  
Seventy-Five Motor Trucks and Wagons  
Downtown Modern Warehouse  
Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,  
Chicago & Northwestern and Chicago, Burlington &  
Quincy.

### EDWARD LASHAM CO.

1559 S. State St.  
Chicago  
Illinois



CHICAGO, ILL.

## MAHIN

SHIPPING AND STORAGE  
WAREHOUSE

Merchandise and Automobile storage. Ideal location for south side distribution. Direct connection with all railroads. Prompt and efficient service. Truck Fleet. Consign to us and let us assist you in reducing distribution costs on the south side of Chicago. Fifteen years in the business.

**WE KNOW HOW  
MAHIN**

SHIPPING AND STORAGE WAREHOUSE  
1629-35 South Wabash Ave. Chicago, Ill.  
Phone: Calumet 2769

CHICAGO, ILL.

**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE and DISTRIBUTING  
15th St. and Western Ave.  
Chicago, Ill.

WAREHOUSES  
NO. 1 43rd AND ROBEY STS.  
NO. 2 15th ST. AND WESTERN AVE.  
NO. 3 15th ST. AND WESTERN AVE.

No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments

## CHICAGO, ILL.

Very Low  
Insurance Rates

CM&STP Ry. Track  
Inside Buildings

## The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

**FROSTPROOF  
MERCHANDISE STORAGE**

### THE 3 ESSENTIALS

The ABILITY, the CAPACITY, the WILLINGNESS, to serve. Those are the three essentials of satisfactory warehouse service.

## CHICAGO, ILL.

## Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally  
Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. G. Morgan, Manager

519 W. Roosevelt Road

## CHICAGO, ILL.

## Railway Terminal & Warehouse Company

444 W. Grand Ave.

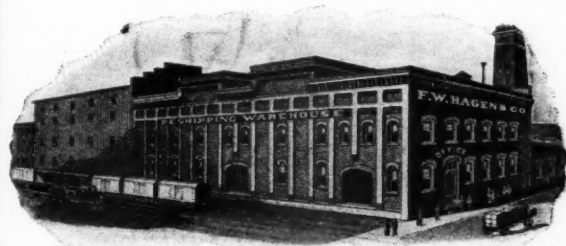
### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates  
Use Our Service**

## CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch	Grand Crossing	Branch
Harvey, Ill.	L. C. L. without cartage	So. Chicago, Ill.
Phone 46	Daily Trap Cars	Phone 367
	H. P. 3109—Midway 4940	

**LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRUCKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS**

### Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

## CHICAGO, ILL.

## Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.  
1020 So. Canal St.  
Chicago, Ill.**

## CHICAGO, ILL.

## TOOKER STORAGE & FORWARDING CO. MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429



## CHICAGO, ILL.



**W**hen you  
want a  
**AREHOUSE**

AT

**C**HICAGO

**W**rite or  
ire  
**ESTERN**



## SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

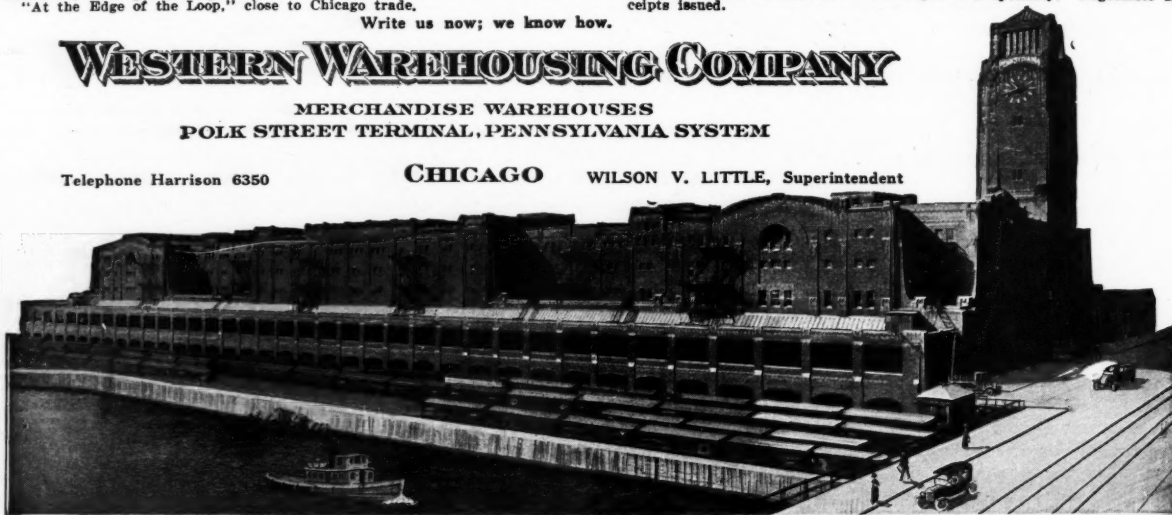
## WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES  
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

Telephone Harrison 6350

CHICAGO

WILSON V. LITTLE, Superintendent



## DANVILLE, ILL.

### Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

#### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

## ELGIN, ILL.

### CONSIGN TO US

#### TO REACH THE FOX RIVER VALLEY

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

### Elgin Storage & Transfer Co.

60-62 RIVER STREET

ELGIN, ILL.

## DECATUR, ILL.

Decatur's Pool Car Distributors  
Private Switch for Merchandise Consignments

### HAMMAN BROS.

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St.

Decatur, Ill.

## DECATUR, ILL.

### MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

## MOLINE, ILL.

### Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

### Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

## FORT WAYNE, IND.

Located in Center of Business District

## PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

Merchandise Warehousing and Forwarding and Sample Space

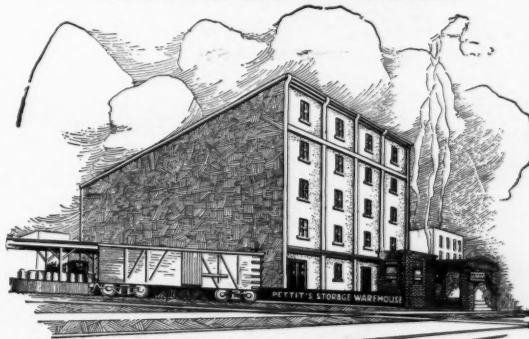
SERVICE COUNTS

We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for efficient service.



PRIVATE SIDING

## ROCK ISLAND, ILL.

A Safe Depository for Merchandise  
and Household Goods



Private Switch for 4 Cars

C. B. & Q., C. R. I. & P. & C. M. & St. P. Ry.

DISTRIBUTORS and FORWARDERS  
FOR

ROCK ISLAND and MOLINE, ILL.  
DAVENPORT, IA. and the MIDDLE WEST

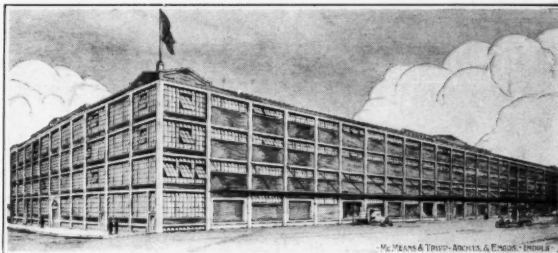
## ROCK ISLAND TRANSFER & STORAGE CO.

101-5 Seventeenth Street Rock Island, Illinois

## INDIANAPOLIS, IND.

## Central Public Warehouse Co.

I. C. STROHM, PRESIDENT and MANAGER



Now erecting a complete fireproof  
four-story warehouse building with  
all modern equipment.

Pool cars handled by special system  
of checking. Distribution by well  
organized fleet of fifteen motor trucks.

Centrally Located—Direct Trackage  
On Pennsylvania Railroad

## FORT WAYNE, IND.

WALTER A. BORGMANN, Pres.

CHRISTIAN F. BORGMANN, Sec'y-Treas.

## BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE  
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

## FORT WAYNE, IND.

## Fort Wayne Storage Company

FORT WAYNE, INDIANA

General Merchandise  
Storage and Forwarding

The Men Who Distribute

## Columbia Graphophones

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

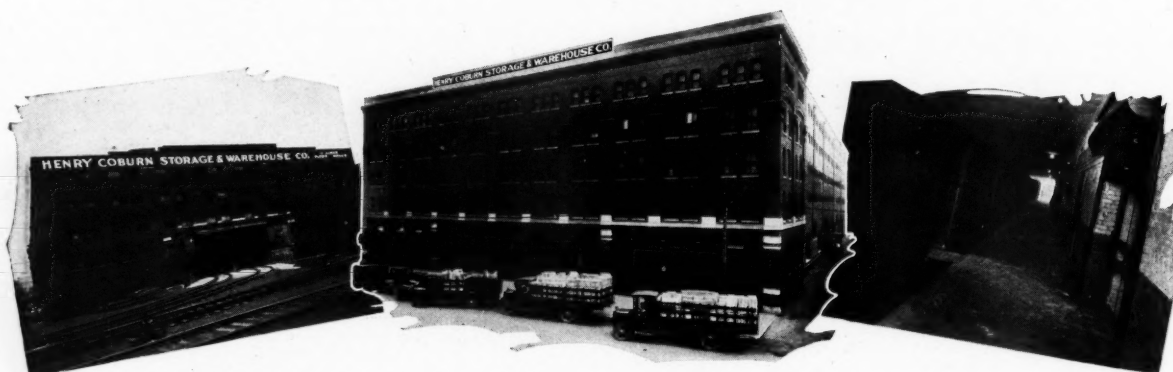
## INDIANAPOLIS, IND.

17 Years of Efficient Service

**Henry Coburn Storage & Warehouse Co.**

INDIANAPOLIS

Storage and Distribution of General Merchandise



Newly elevated tracks with drive-ways underneath. No delays to trucks during switching.

Most centrally located warehouse in city as to depots and wholesale district.

No goods exposed to weather. Inside trackage for 10 cars. Six electric elevators.

Elevated double track switch inside building and other improvements recently completed, costing \$104,500.00. Increased cool and dry space for potatoes, apples, etc., not requiring refrigeration.

Prompt delivery service with fleet of White trucks. Teams for hauling heavy machinery, etc.

FRANK F. POWELL, President and Manager

## INDIANAPOLIS, IND.

**INDIANAPOLIS WAREHOUSE CO.**

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## INDIANAPOLIS, IND.

Est. 1895

**OTTO J. SUESZ**

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Sliding.  
Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

The Men Who Distribute

**Mellin's Food**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**The Shippers Index**

appearing in each issue of

**Distribution & Warehousing**

is the meeting place of those who need and are looking for warehouse facilities and those who can supply them.



## INDIANAPOLIS, IND.



## Indianapolis' Most Convenient Warehouse

Has facilities for handling merchandise unexcelled in this city. Located as we are, in the very heart of the jobbers and freight terminal area, our advantages for storage and prompt distribution are obvious.

FIREPROOF  
AND MODERN  
THROUGHOUT

# TRIPP

## Warehouse Company

SATISFACTORY  
SERVICE  
GUARANTEED

620 SOUTH CAPITOL AVENUE

INDIANAPOLIS, INDIANA

## SOUTH BEND, IND.

### WARNER WAREHOUSE CO.

#### Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.  
Members: Central Warehousemen's Club  
American Chain of Warehouses

## SOUTH BEND, IND.

Phone Main 774

### Woodworth's Storage and Transfer Line

#### FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET  
J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.  
{ Indiana Transfer Men's Assn.

## CEDAR RAPIDS, IOWA

### Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

The Men Who Distribute

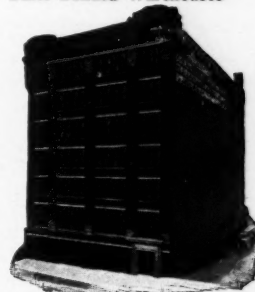
## Tropical Paints

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## COUNCIL BLUFFS, IOWA

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captured by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

# FORD

"Gets There Regardless"

## Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks

Private Sidings  
Pool Car Distribution and Reforwarding  
Fireproof Storage  
Moving Packing Shipping



700 So. Main St.

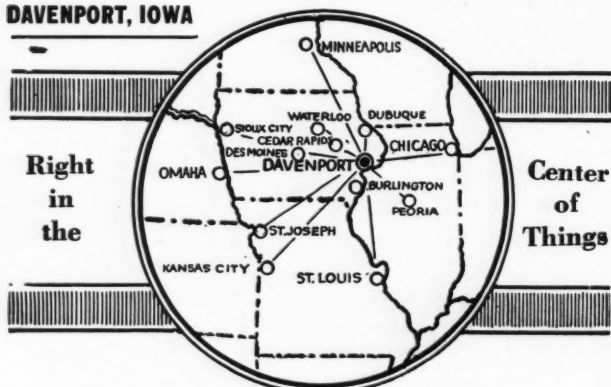
Omaha

813 Douglas Street

Council Bluffs

700 S. Main Street

## DAVENPORT, IOWA



Right  
in  
the

Center  
of  
Things

Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

**Ewert & Richter Express and Storage Co.**  
Davenport, Iowa

## DAVENPORT, IOWA

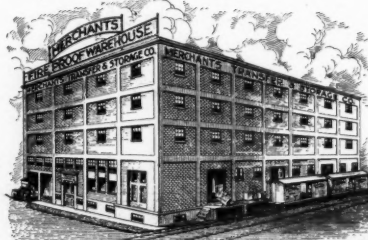
## New Fireproof Warehouse

for

Merchandise  
and  
Household  
Goods

Private R. R. Siding  
Free Switching

Pool Car  
Distributors

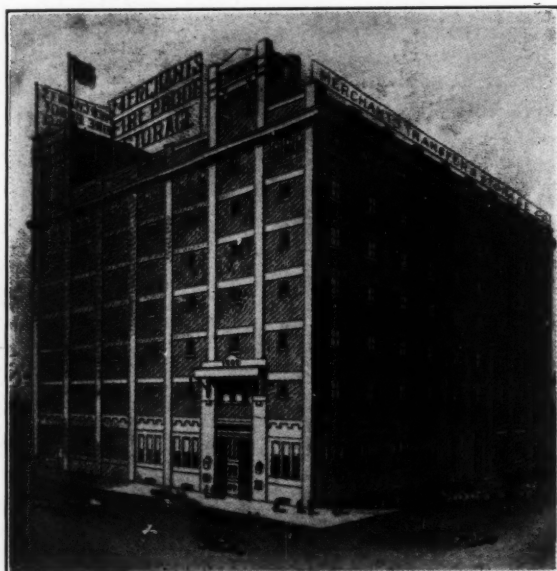


**Merchants Transfer and Storage Company**  
Davenport, Iowa

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

## DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

## Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

# MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

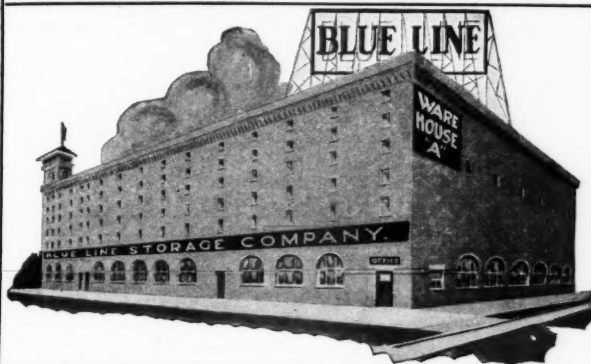
AWA

Members  
NFWA

CWC

## DES MOINES, IOWA.

# BLUE LINE STORAGE CO.



3 large warehouses. Fireproof storage household goods — merchandise storage distribution—cartage. Private tracks with 16 car capacity. Covered unloading docks. Pleasing service guaranteed.

FRANK O. GREEN, Pres. LAWRENCE E. STONE, Sec., Gen. Mgr.

DES MOINES, IOWA

## DES MOINES, IOWA

## RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse  
Distributors and Forwarders*

Send Your Pool Cars in Our Care  
New Fire-Proof Warehouse  
Teams or Auto Trucks for Hauling  
Free Switching on All Railroads to Our  
Warehouse

515 East Court Ave. Des Moines, Iowa

## OTTUMWA, IOWA

## DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

MEMBERS:  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

The Men Who Distribute

## Bowser Tanks

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SIOUX CITY, IOWA

WE, as merchandise storers and factory distributors, have every facility consistent to high-class service. Our building, consisting of 50,000 sq. ft. of floor space, is equipped with rat-proof, freeze-proof rooms, which also keep from twenty to thirty degrees cooler than the atmosphere in the summer months, making them ideal for the storing of prepared flour, canned milk, cooking fats and other commodities requiring an even temperature.

Located on C. St. P. M. & O. trackage with free switching from all rail connections; namely, C. M. & St. P., Great Northern, Chicago, Burlington & Quincy, C. & N. W., Illinois Central.

Let us serve you at a price you can afford to pay.

**Monarch Storage & Forwarding Co.**

"Service that Satisfies"

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

## ROSENTHAL

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## ATCHISON, KANSAS

## The Grodick Transfer and Storage Co.

*Commercial Storage*

Distributors—R.R. Trackage—Carloads a specialty.  
Prompt Service—No Congestion  
Missouri River Freight Rate Adjustments.  
Household Goods—Moved, Packed, Stored, Shipped.

## KANSAS CITY, KANSAS

## THE INTER-STATE TRANSFER & STORAGE COMPANY

PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075  
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

## PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL

CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

## WICHITA, KANSAS

BEST DISTRIBUTING POINT FOR THE SOUTHWEST

Warehouse 25,000 square feet floor space. Free switching privileges. A. T. & S. F. C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads.  
ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Storage and Distributing Company**  
428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

Correspondence solicited



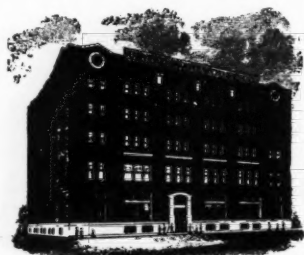
## WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.  
J. H. BRUGH, Sec., Gen. Mgr.



**General Warehousing**  
Storage, Forwarding and Distributing

300,000 SQUARE FEET  
CAPITAL \$100,000.00



WE OPERATE FOUR OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST.

WE MAKE LOANS AGAINST OUR  
WAREHOUSE RECEIPTS

## UNITED WAREHOUSE CO.

WICHITA, KANSAS  
115 N. Meade & 815 E. 2nd

KANSAS CITY, MO.  
2114 Central St.

## LOUISVILLE, KY.

SAFETY TRANSFER AND  
STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

The Men Who Distribute

## Mohawk Condensed Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## KEEP IT UP!

One step won't take you very far, you've got to  
keep on walking;

One word won't tell them what you are, you've  
got to keep on talking;

One inch won't make you tall, you've got to keep  
on growing;

One little "ad" won't do it all, you've got to keep  
'em going.

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

## LEXINGTON, KY.

UNION TRANSFER & STORAGE  
COMPANY

INCORPORATED

Merchandise and Furniture Storage  
Distributors and Forwarders  
Warehouses on Private Sidings

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

## ALEXANDRIA, LA.

ALEXANDRIA  
In the Heart of Louisiana

The meeting point of seven roads  
giving quick service to nearly  
every town and city in state.

We have two warehouses with a private siding on the  
C. R. I. P. Railroad. Capacity 21,400 square feet. **THE  
FOLLOWING NATIONALLY KNOWN CONCERNS USE  
OUR SERVICE. WHY NOT YOU?**

The Procter & Gamble Dis. Co. . . . . Memphis, Tenn.  
The Ohio Match Co. . . . . Wadsworth, Ohio  
The Borden Co. . . . . New York, N. Y.  
Kellogg Toasted Corn Flake Co. . . . . Battle Creek, Mich.  
Sears, Roebuck & Co. . . . . Chicago, Ill.  
Montgomery Ward & Co. . . . . Chicago, Ill.  
Shapleigh Hdwe. Co. . . . . St. Louis, Mo.  
Simmons Hdwe. Co. . . . . St. Louis, Mo.

We Also Serve the Leading Louisiana Concerns  
**TRY US**

Your Inquiries Will Receive Prompt Attention

## Carnahan's Transfer &amp; Storage

Fifth and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## LOUISVILLE, KY.

## FIREPROOF STORAGE CO., Inc.

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city

Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

## LOUISVILLE, KY.

## Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce  
Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.

*All cement warehouses, low insurance, low handling costs.*

*Only one-half square from Mississippi River.*

Track facilities for *seventy-three* (73) cars at one time.

Operated in conjunction with *Dennis Sheen Transfer, Inc.*, oldest and most complete hauling corporation South.

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHSE CO., Inc.**  
New Orleans, La.

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE & MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.  
Balt. F. W. A.

Fireproof Wh's'e in rear

## BALTIMORE, MD.

Low Insurance Rates

**Merchandise Warehousing & Distribution**

Complete modern Warehouse Service to all shippers.

**Pool-Cars a Specialty**

Located in heart of wholesale district

**CENTRAL WAREHOUSE CO.**

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

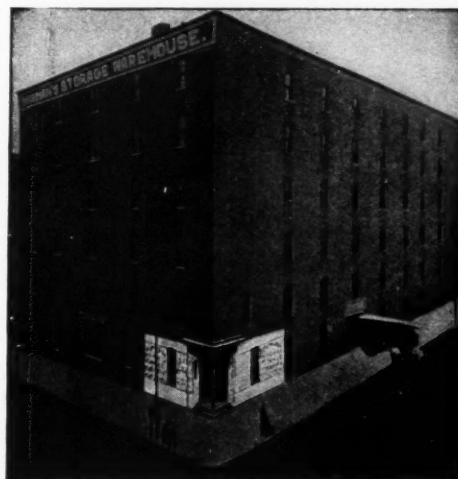
## BALTIMORE, MD.

**Graham's Storage Warehouse**

The Largest in Baltimore

Established 1887

GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING—PACKING—SHIPPING  
MOTOR EQUIPMENT**

Send us your Baltimore Consignment

Members, Md. Whse. Assn., Nat. F. W. A.

## BANGOR, MAINE

**McLaughlin Warehouse Co.**

Established 1875

Incorporated 1918

**General Storage and Distributing**  
Capacity 70,000 Sq. Ft.

Rail and Water Connection  
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association  
American Chain of Warehouses

## PORTLAND, MAINE

**Galt Block Warehouse Company**

PORTLAND, MAINE

**STORAGE, GENERAL MERCHANDISE  
AND HOUSEHOLD GOODS**

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine  
J. S. SAWTELLE, Manager.

The Men Who Distribute

**Chester Paper Products**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BALTIMORE, MD.

# FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

## MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

**Baltimore's Modern Fireproof Warehouse**

## BALTIMORE, MD.

## THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

General Offices:

524 to 530 W. Lafayette Avenue, Baltimore, Md.

Warehouses { 524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

Members { N. F. W. A.  
A. W. A.  
Balt. F. W. A.

**Entire Motor Equipment**

## BALTIMORE, MD.

*Established 1879*

## MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE,  
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving  
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

## Security Storage & Trust Company

*Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## ARLINGTON, MASS.

## ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec-  
tions

Household Goods Exclusively

Modern Heated Piano Room

Separate Locked Rooms for Fur-  
niture

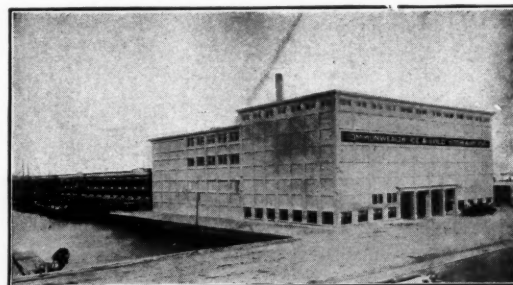
First-Class Auto-Truck Service

Packing and Shipping Anywhere

Consignments Solicited

## BOSTON, MASS.

## "Where Rail Meets Sail"



Cold storage for all classes of perishable mer-  
chandise.

General storage space for all classes of mer-  
chandise.

Directly connected side track on New York,  
New Haven and Hartford.

Perfect local distribution facilities.

**Commonwealth Ice & Cold Storage Co.**  
220 Northern Ave. **BOSTON, MASS.**

The Men Who Distribute

## Bickley Furniture

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## If Your City Isn't Represented Here

Put it on the shippers' map by  
inserting your card in this space.

The Men Who Distribute

## Whittaker Paper Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



BOSTON, MASS.



FURNITURE AND PIANO MOVERS  
**HOME, OFFICE and  
 LONG DISTANCE MOVING**

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.  
 79 Broadway South Boston  
 Intown Office  
 28 Bromfield Street Boston

BOSTON, MASS.

## FRANCIS FITZ CO.

STORAGE WAREHOUSES

25, 27, 29, 30, 31, 32, 33, 34 Pittsburgh Street  
 28, 30, 32, 34 Stillings Street

Established 1872—Incorporated 1906

Office, 30 Pittsburgh Street

DIRECT TRACK CONNECTION

New York, New Haven & Hartford R. R. Free Switching from all Railroads. We specialize in receiving and distributing merchandise and can offer you all the facilities of an up-to-date warehouse with personal supervision.

Our customers' interests are our own

MEMBER OF  
 American Warehousemen's Association  
 Massachusetts Warehousemen's Association

BOSTON, MASS.

## Quincy Market Cold Storage and Warehouse Co.

### STORAGE FOR FREE AND BONDED MERCHANDISE

#### Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

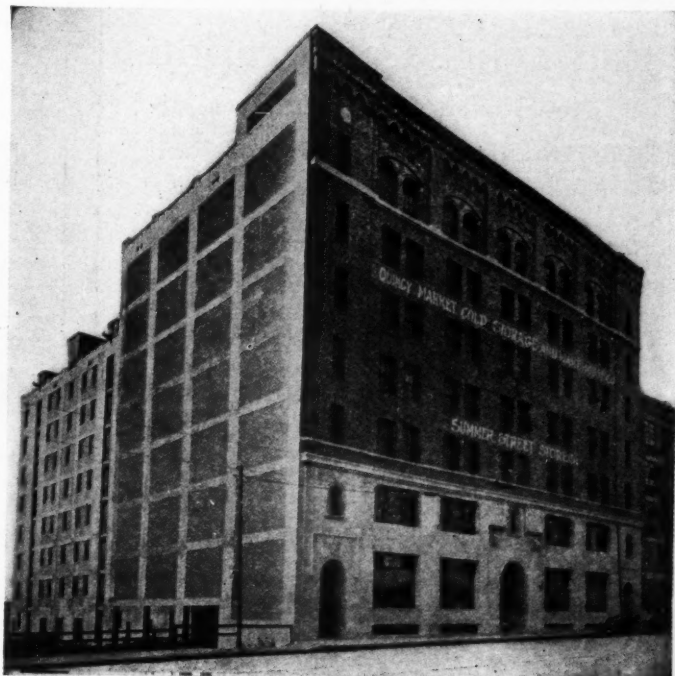
Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**GEORGE S. LOVEJOY, Manager**

General Storage Department

Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. &amp; H. R. R.

**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and  
General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

Fumigation of Foreign Cotton  
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

**BOSTON, MASS.**

## Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels

Storage of Wool, Leather and  
General Merchandise

**Fort Hill Storage Warehouse**

415-429 Atlantic Avenue

76-86 Purchase Street

*General Merchandise*

George W. Blinn, Manager

**BROCKTON, MASS.****BROCKTON****FIREPROOF STORAGE COMPANY**

43 North Montello Street, Brockton, Massachusetts

Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.

Negotiable Receipts.

Bonded Warehouse. Our own Side Track. Member A. W. A.  
Located in center of business and shipping district  
on N. Y., N. H. & H. R. R.

**CAMBRIDGE, MASS.**

When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

**HOLYOKE, MASS.****Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

**SPECIALISTS IN POOL CARS**

Storage Space, 50,000 sq. ft. N. Y. N. H. & H. and B. & M. Sidings

**LOWELL, MASS.****A REAL ALL-ROUND  
SERVICE INSTITUTION****HARVARD STORAGE AND WARE-  
HOUSE COMPANY OF LOWELL****SPRINGFIELD, MASS.**

William H. Parks, Pres. James A. Mahoney, Treas.

Storage, Forwarding, Distribution  
of Merchandise of All Kinds**EASTERN STATES  
REFRIGERATING CO.**

Six Million Cubic Feet Capacity

Cold Storage of Food Products

Household Effects Packed for Shipment

General Trucking. Furniture and  
Piano Moving

Executive Office

343 Bridge Street, Springfield, Mass.

NEW YORK OFFICE, 6 Harrison St.

JERSEY CITY, N. J.  
WAREHOUSE  
Consign via  
D. L. & W. R. R.  
Cold Storage OnlyLIBERTY DIVISION  
385 Liberty St.  
Springfield, Mass.  
Cold Storage, Merchandise,  
Household GoodsSPRINGFIELD  
WAREHOUSE  
Consign via  
B. & A. R. R.  
Cold Storage OnlyLOWELL, MASS.  
WAREHOUSE  
Consign via  
B. & M. R. R.  
General Merchandise and  
Household Goods**WALTHAM, MASS.**

Serving a Population of 1,500,000 in this Territory

**GIBBS EXPRESS COMPANY**

LESSEES OF YETTEN'S STORAGE

Established 1845

DISTRIBUTING AND WAREHOUSING

Private Siding—Carload Lots

**WORCESTER MASS.**C. A. BARTON, President F. A. JENKS, Vice-President  
GEO. T. DEWEY, Treasurer**Worcester Cold Storage and Warehouse Company**

Members A. W. A.

Pool Car Shipments General Merchandise Storage  
Local Distribution  
Cold Storage of Food Products  
Direct Boston & Albany Railroad Siding**BAY CITY, MICH.**

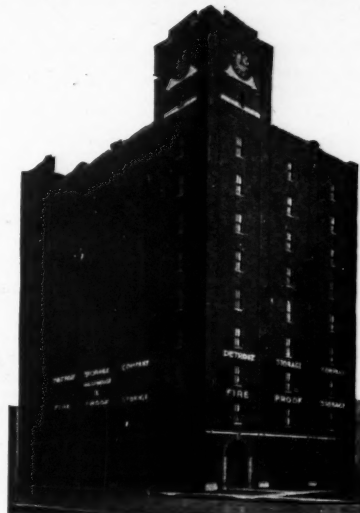
The

**Riverside Truck & Storage Co.**

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.  
Car Load Lots and less than Car Load Lots.Private Railroad Track—Sidings on all railroads entering Bay City.  
Office & Warehouses:  
Cor. 2nd & Adams St., Bay City, Mich.**DETROIT, MICH.**

DETROIT'S LEADING MOVERS

**Detroit Storage Co.**

Main Office and Fireproof Warehouse

MOVING, PACKING, SHIPPING

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

Member National Warehousemen's Ass'n.

**DETROIT, MICH.****Nelson Transportation Co.**

80 Calvert Ave., DETROIT, MICH.

150,000 square feet of storage on Detroit river front with  
boat loading facilities. Located on Grand Trunk, Toledo &  
Shore Line and D, T & I sidings. Capacity 200 cars.FREIGHT FORWARDING  
STORAGE  
BOAT AND RAIL SHIPPING  
CAR LOADING  
DISTRIBUTING  
EXPORT BOXING AND SHIPPING  
WAREHOUSING**WORCESTER, MASS.**

IN THE HEART OF NEW ENGLAND

**Bowler Storage and Sales Company**

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils,  
Heavy Machinery and General Merchandise Distribution.By an Organization Whose Policy Is  
SECURITY, SYSTEM and SERVICE**WORCESTER, MASS.****NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities



## DETROIT, MICH.

**MERCHANTS WAREHOUSE CO.***Storing, Distributing, Forwarding*

127 WOODBRIDGE ST., WEST

E. B. Dixn, Manager

Detroit, Mich.

## DETROIT, MICH.

**C. & H. NIELSEN CARTAGE CO.**

FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the  
Milwaukee Junction Factory District.

Clay Ave. and Russell St.

Detroit, Mich.

## DETROIT, MICH.

THE ORIGINAL

**Turner Cartage & Storage Co.***General Warehousemen*MOTOR TRUCKING  
TEAMING, STORAGEMACHINERY MOVING &  
ERECTING, MOVING

Est. 1880

*Official Cartage Agents*

WABASH &amp; CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. O. R. R. and Beaubien St.

## GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL  
WAREHOUSE IN WESTERN  
MICHIGAN****COLUMBIAN STORAGE &  
TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

**"INSTANT SERVICE"**

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## DETROIT, MICH.

**WOLVERINE STORAGE CO.'S  
FIREPROOF BUILDING**Terminal Railroad and East Jefferson Avenue  
DETROIT

THE largest fireproof warehouse in Michigan.  
Open for business after November 1st.  
1,250,000 cubic feet in building. 100,000 square  
feet of floor space. Will handle merchandise and  
household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

## FLINT, MICH.

**THE ONLY FIREPROOF WAREHOUSE  
IN FLINT, MICHIGAN***Moving Packing Shipping Storage*

FLINT FIREPROOF STORAGE CO.

615 East 6th Avenue

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Co.**Storage household goods and merchandise. Seven warehouses  
with over 200,000 sq. ft. of floor space.Members of the Illinois Warehousemen's Assn., New York Ware-  
housemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

**Kent Storage Company**

Main Office and Warehouses

Front Avenue and Pennsylvania Tracks

Grand Rapids, Mich.

**General Merchandise**

Storage and Reforwarding

Six Warehouses Floor Space 200,000 sq. ft.

Pool Car Distributing

Light and Heavy Hauling (Power Trucks)

Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on  
Penna. and Pere Marquette R.Rs.Located in Center of Wholesale District Within  
Three Blocks of All Freight Houses.When You Need Better Service in Grand Rapids  
Get in Touch with Us!

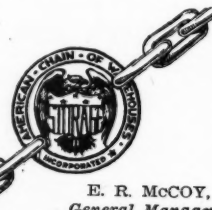
Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler  
System.**COLD STORAGE**

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses  
American Warehousemen's  
AssociationE. R. MCCOY,  
General Manager

## GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse  
in Michigan**

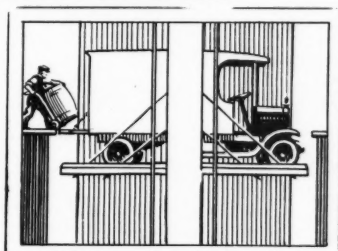
Concrete Construction.  
Absolutely Fireproof. Sprinkler Risk.  
Lowest Warehouse Insurance Rate in State.  
Track Capacity, 25 Cars.  
Latest and Best Equipment for Handling.

**General Merchandise Storage**

Cartage Facilities.  
High Grade Service Guaranteed.  
Negotiable Warehouse Receipts Issued.  
Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**  
505-511 Fulton Street, West Grand Rapids, Mich.

## GRAND RAPIDS, MICH.



*We unload Direct to  
Storage Floor*

Low Rates  
Carefulness  
Hygiene  
Govern Our  
Handling of

**Household Goods**

New fireproof buildings give us an extremely low insurance rate. All our property is free from vermin due to most modern prevention measures. One example of careful handling is pictured above. We unload direct to the storage floor, saving four handlings per round trip.

The families you ship to Grand Rapids will congratulate themselves, and compliment you on your choice of correspondence, if you consign their goods to us. We are always glad to reciprocate.

**RICHARDS**  
**STORAGE COMPANY**  
Grand Rapids, Mich.

*Household Goods—Merchandise—Automobiles*

## GRAND RAPIDS, MICH.

**Most Complete Facilities**

FOR

**Storing, Moving, Distributing**

Warehouse 128-138 Coldbrook St., 30,000 sq. feet    Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

**WESTERN MICHIGAN  
TRANSFER & STORAGE CO.**

Grand Rapids, Michigan  
ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

## GRAND RAPIDS, MICH.

**Shank Fireproof Storage  
Company**

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

## KALAMAZOO, MICH.

**HASTINGS TRUCK CO.**

Est. 1873

**Merchandise Storage and Distribution**

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

## LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT  
FOR POOL CAR SHIPMENTS IN MICHIGAN  
COMMERCIAL AND FURNITURE STORAGE  
7 MOTOR TRUCKS FOR TRANSFER SERVICE  
**Fireproof Storage & Transfer Co.**

## LANSING, MICH.

**Lansing Storage Company**

Exclusive Household Goods Storage  
Moving, Packing, Shipping  
Motor Van Service for Inter-city Work  
"We know how"

412 No. Washington Ave., Lansing, Mich.

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

**SAGINAW, MICH.**    Office N. Michigan Ave.

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the downtown business district on direct railroad trackage.

DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE

Regular Trips Between Twin Cities

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South  
Warehouses: 734 to 758 North Fourth Street

## MINNEAPOLIS, MINN.

**THE BOYD TRANSFER & STORAGE CO.**

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

**Outstanding Facts About BOYD**

Storage Plant Covering an entire City block.  
 Fireproof Warehouse for Household Goods with  
 1800 Rooms and Compartments.  
 Freight Depot on C. G. W. R. R. for Merchandise  
 Storage and Distribution. Trackage for Twenty  
 Cars  
 Largest Pool Car Forwarders in the Northwest.  
 Forty Motor and Horse-drawn Vans covering every  
 part of Minneapolis and St. Paul.

**THIRTY YEARS EXPERIENCE**

## MINNEAPOLIS, MINN.

**Merchandise Houses**

Realizing fully that you will be judged by the  
 service we render your customer, it is the thoughtful  
 study and persistent policy of this company to see  
 that every point of contact which you establish is  
 maintained with the utmost care.

**KEDNEY WAREHOUSE CO.**

10 HENNEPIN AVENUE

Members A. W. A., C. W. C., Minn. W. A.

## MINNEAPOLIS, MINN.

**SECURITY  
WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE  
STORAGE And  
DISTRIBUTION****For Minnesota and Northwestern States****L. C. L. Shipments without  
Cartage****Motor Truck Deliveries****Located in heart of whole-  
sale district****Minneapolis**

## MINNEAPOLIS, MINN.

Household Goods Department  
C. W. Little, Mgr.**OUR BUSINESS****Packing, Storing and Shipping  
Household Goods**

Consignments from other cities given personal attention  
 and expert service. Both Fireproof and Sprinklered houses  
 with as low insurance as any obtainable.

Licensed and Bonded by  
 STATE OF MINNESOTA

**KEDNEY WAREHOUSE CO.**101—3rd Ave. So. & 10 Hennepin Ave.  
Minneapolis, Minn.

## MINNEAPOLIS, MINN.

**Skellet  
of Minneapolis**

deserves a place at the head of your Minneapolis list. A  
 new warehouse, modern in every detail, and operated by  
 experienced men along most efficient lines. Open storage  
 and private rooms; centrally located on private side track:  
 21 vans and trucks. Our facilities and service warrant  
 your investigation. We have the knack of making new-  
 comers welcome.

Members: N. F. W. A. A. W. A. Central Club

**SKELLET COMPANY**

201 South Fifth Street

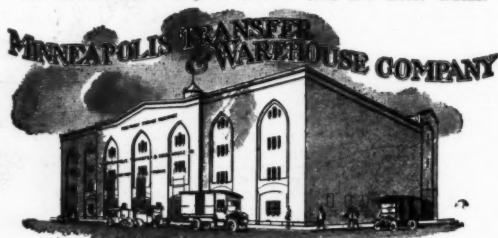
Minneapolis, Minn.

We operate Ballard Company in St. Paul

## MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET  
FIREPROOF**Lowest Insurance Rate in Minneapolis**

Locked private fireproof rooms for storage of household goods. Pool  
 car distributors. Complete fleet of vans and motor trucks.



## ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of  
**HOUSEHOLD GOODS**



## ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage  
Industrial Sites**

*Let us help you solve your distribution problem  
in this territory.*

### CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue  
St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and  
Minnesota Warehousemen's Association

## ST. PAUL, MINN.

## MERCHANDISE HOUSES

This city is the very heart of one of the most prosperous dairy regions of this country and we are on the eve of a great wave of prosperity both industrially and agriculturally.

Use our warehouse for your distributing base and get your share of this inevitable prosperity.

### KEDNEY WAREHOUSE CO.

Ninth & Pine Streets  
Members A.W.A., C.W.C., Minn. W.A.

## ST. PAUL, MINN.

## ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and Distribution  
ST. PAUL**

## ST. PAUL, MINN.

## FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office, 310-312 Cedar St.

Pooled Cars Distributed, Four Track Warehouses,  
Merchandise and Household Goods

## JACKSON, MISS.

## RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.  
Motor Truck Service.

## JACKSON, MISS.

## Wright Transfer Company

Office, 261 Pearl Street  
Jackson, Mississippi

**Storage and Distribution  
Merchandise and Household  
Goods**

**Special Attention to Pool Shipments**

*13 Years Experience*

**"FOR RIGHT SERVICE SHIP TO WRIGHT"**

## VICKSBURG, MISS.

## Storage and Forwarding

Convenient to all rail-roads and tracks to warehouse.

Sprinkler system insures low insurance.

Capacity 125 cars.

Government Barge Line Terminal located here.

**FELD BROS. & CO.,  
VICKSBURG, MISS.**

"Located on Mississippi River"

# Kansas City, Mo.

*The  
Heart  
of America*

*Famous for its Beautiful Homes  
Parks and Boulevards*

A LIVE, pulsating city, forever forging ahead. Aptly termed—"The Heart of America." A magnet, attracting countless thousand tons of commerce over thirty-two railroads to and fro throughout the great Southwest.

Energetic and progressive people come to this wonder city because of its activity, prosperity and admirable living conditions. They come by the thousands, a steady stream, attracted not by an uncertain boom but with the knowledge of the fact that Kansas City offers a sure measure of success to everyone who will help in its commerce and industry.

They prosper and advance rapidly. Ample testimony of this is evidenced in the banks and public institutions and the fact that over forty per cent of the people are home owners. "The Heart of America" is growing and will continue to grow—Watch It!



### HOUSEHOLD GOODS COMPANIES

I. Leritz & Son Storage & Moving Co.,  
Kansas City, Mo.

Monarch Transfer & Storage Co.,  
Kansas City, Mo.

Perky Bros. Transfer & Storage Co.,  
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,  
Kansas City, Mo.

Groves Fireproof Warehouse Co.,  
Kansas City, Mo.

Lincoln Fireproof Storage Co.,  
Kansas City, Mo.

J. R. Hulse Storage & Transfer Co.,  
Kansas City, Mo.

Beebe Storage & Moving Co.,  
Kansas City, Mo.

D. A. Morr Transfer & Storage Co.,  
Kansas City, Mo.

### MERCHANDISE WAREHOUSE COMPANIES

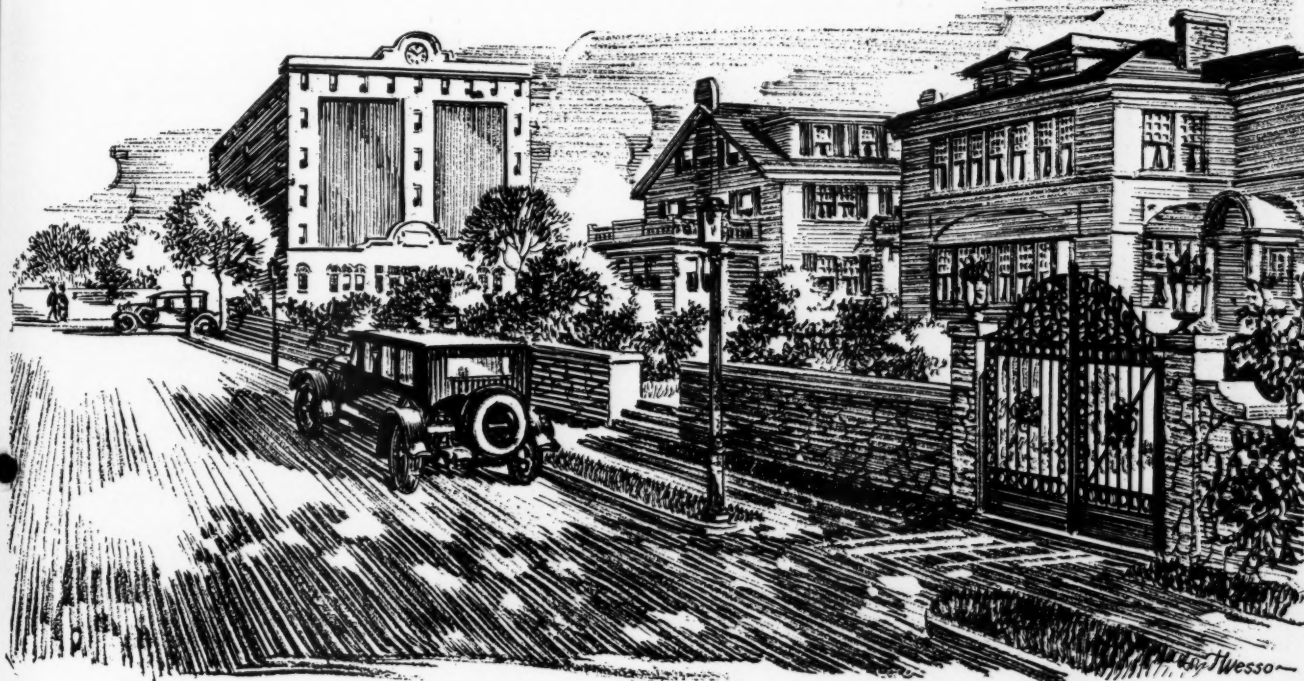
Central Storage Company,  
Kansas City, Mo.

Adams Transfer & Storage Co.,  
Kansas City, Mo.

Crooks Terminal Warehouses,  
Operating Broker's Office & Ware-  
house

L. T. Crutcher Warehouse  
Security Warehouse  
Southwest Warehouse

Furniture pool car shipments are daily occurrences in Kansas City. When despatching to any destination in the surrounding states, you should take advantage of this economy for your customers. The number of houses assures you that there will always be space available, and the variety of the service affords exactly the sort suitable to your customer's pocketbook. Consign your next car to or via one of the above addresses.





## JOPLIN, MO.

**Tonnies Transfer & Storage Co.**  
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates  
**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

**FOR GENUINE PERSONAL SERVICE**

Ship to

**Baltimore Transfer & Storage Co.**  
2030 Baltimore Ave., Kansas City, Mo.

Factory and Carload Distributors All Classes Merchandise

## KANSAS CITY, MO.

## WHO'S HILL?

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

**J. G. HILL**

9th and Woodland Ave., Kansas City, Mo.

## KANSAS CITY, MO.

**In the Heart of the City in  
the "Heart of America"**

**Two Bonded Fireproof Warehouses**

*Your Collections Remitted by Return Mail*

**Monarch Transfer & Storage Co.**  
Kansas City, Mo.

ON 31st STREET AT MICHIGAN  
ON MAIN STREET AT THIRTY-NINTH

The Men who Distribute  
**"Jello"**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index.

## ST. LOUIS, MO.

**BEN A. LANGAN**  
**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

**ST. LOUIS**

Expert Movers and Forwarders of  
**HOUSEHOLD GOODS**

**Our Auto Var. Service is Unexcelled**  
Your Interests Will Be Safely Guarded

## ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**Langan & Taylor Storage & Moving Co.**

**R. U. Leonori Auction & Storage Co.**  
**American Storage & Moving Co.**

**J. Brown Storage Co.**

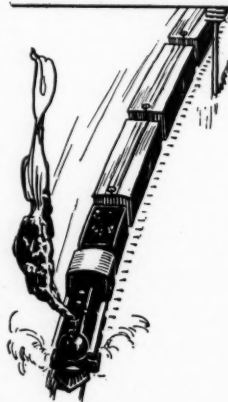
In the world of household goods warehousing, these words are synonyms —

**SAINT  
LOUIS  
MISSOURI**

**&  
GENERAL  
WAREHOUSING  
COMPANY**

## ST. LOUIS, MO.

## POOL CAR DISTRIBUTION



Shipment by carload to get the lowest freight rate requires intelligent cooperation from the agent who breaks bulk for you.

Our traffic department will submit rates in and out of St. Louis showing best routes and lowest possible combinations.

Also storage, cartage, local distribution office space for accommodation of customers.

Join the  
*Goodly Com-  
pany of Our  
Patrons*

**S. N. LONG  
WAREHOUSE**  
St. Louis, Mo.

## ST. LOUIS, MO.

THE  
**McPHEETERS WAREHOUSE COMPANY**  
MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

## OMAHA, NEBR.

**FIDELITY**  
STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS  
American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



**Pennsylvania Terminal Warehouse Co.**  
*of St. Louis, Missouri.*

R. F. Abernathy, Resident Mgr.

## OMAHA, NEBR.

**GORDON**  
Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:  
American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

## LINCOLN, NEBR.

**Globe Delivery Co.**

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

*Write us for explanation of Lincoln's advantages as a distribution center*

## OMAHA, NEBR.

**Pacific Storage & Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

*Service That Satisfies Is Our Motto*

Members of the Central Warehousemen's Club,  
American Warehousemen's Ass'n.

## OMAHA, NEBR.

**BEKINS OMAHA VAN and STORAGE**

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

The Men Who Distribute

**Tidewater Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue

Inter-City Auto Service

Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## ATLANTIC CITY, N. J.

**National Storage Warehouse Co.**

1808-12 BALTIMORE AVENUE

300 Separate Rooms—

Moving, Crating, Storage of  
Household Goods Exclusively

Pierce-Arrow trucks for long distance work. Goods insured in transit.

## EAST ORANGE, N. J.

**JACOB DIETRICH***Storage, Moving, Packing and Shipping*

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## HACKENSACK, N. J.

**SIMPSON EXPRESS COMPANY**

W. C. Simpson, Prop.

STORAGE PACKING SHIPPING

Serving Hackensack and adjacent  
territory. Long distance moving.

## JERSEY CITY, N. J.

**GOODMAN WAREHOUSE CORP.**

Fireproof Storage

For Shipments of Household Goods and Merchandise in Jersey  
City and Greater New York  
Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY  
BAYONNE .....NEW JERSEY

## NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor ServiceStorage of Household Goods  
Mdse., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

*In The Heart of Newark*Railroad and Water  
Terminals. Absolu-  
tely complete  
warehousing and  
distribution service.  
Penna. R. R. and  
D. L. & W. R. R.  
Siding.  
Member A. W. A.**ESSEX WAREHOUSE CO.**

## KEARNY, N. J.

*Direct connections with the wide world*

TO the 9½ miles of switches and  
sidings in the Shupe Terminal  
come railways from any part of  
America.

At its spacious wharves freighters find  
deep water to carry them to any part  
of the world.

Five miles from New York City and  
within two hours, by truck, of any  
part of the metropolitan area, the  
Shupe Terminal offers exceptionally  
rapid and economical distributing  
facilities.

4,000,000 cubic feet of storage space  
in roomy, modern warehouses.

*If you are interested in warehousing under conditions  
that are unsurpassed for convenience, economy and  
courteous attention, write for further information.*

# SHUPE TERMINAL CORPORATION

LINCOLN HIGHWAY AND PASSAIC RIVER, KEARNY (NEWARK), N. J.—FIVE MILES TO TIMES SQUARE



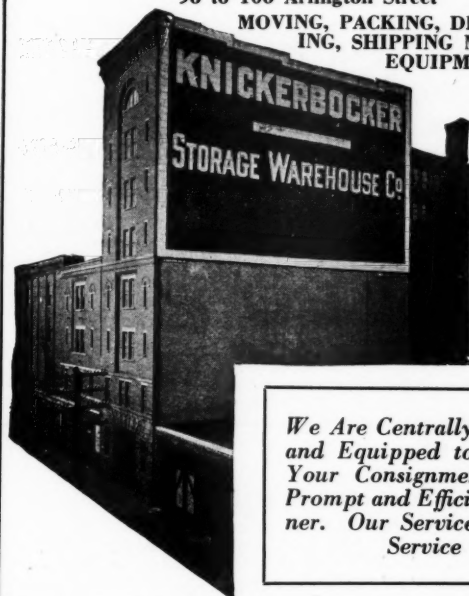
**NEWARK—EAST ORANGE, N. J.***Ship Through Us for Newark and Surrounding Territory*

STORAGE PACKING Long Distance Moving a Specialty MOVING SHIPPING

**COLUMBIA STORAGE WAREHOUSES INCORPORATED****NEWARK, N. J.**JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.  
JAMES E. MULLIGAN, Sec. and Mgr.*Ship to Newark's Leading Furniture and Merchandise Warehouse***Knickerbocker Storage Warehouse Company**

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUTING, SHIPPING MOTOR EQUIPMENT

Members  
N. F. W. A.  
and  
N. J. F. W. A.*We Are Centrally Located and Equipped to Handle Your Consignments in a Prompt and Efficient Manner. Our Service Is Real Service***NEWARK, N. J.****JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

473-479 Twelfth Ave.

**NEWARK, N. J.****Lehigh Warehouse & Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of General Merchandise**Lehigh Valley Siding**Motor Trucks for Local and Long Distance Work.***Members: American Warehousemen's Ass'n****NEWARK, N. J.****TRUCKING WAREHOUSING SHIPPING****PASSAIC TRANSPORTATION COMPANY**

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage and Forwarding**

Capacity, 1000 Cars

**Fireproof Brick and Concrete Buildings****Railroad Sidings**

CENTRAL RAILROAD OF N. J.

**Dock Facilities**

PASSAIC RIVER

**Warehouse Receipts Issued****Trackage Capacity, Ten Cars****Yard Storage for Rough Material****Light and Heavy Hauling****City Deliveries****Long and Short Distance Hauls****Car Lot Distribution for Manufacturers and Jobbers****Low Insurance Rates on Application****Regular Deliveries of Merchandise between New York, Newark and Phila.**

## NEWARK, N. J.

**CONSIDER** the service we offer before you select your warehouse:

Fireproof warehouses—Lowest insurance rates—Warehouse receipts issued—A fleet of motor trucks at your service daily—Warehouses located near Port Newark Terminal.

**Mooney's Newark and New York Express**  
34-43 Van Buren Street, Newark, N. J.

Est. 1882

Phones 4370-1 Mulberry

## NEWARK, N. J.

**New Jersey Warehouse Company, Inc.**  
237-239 Ridgewood Ave. 322-24 Badger Ave.

General Merchandise Only.

Pool Car Distribution.

Direct Penna. R. R. Siding

Modern Constructed Warehouse

## NEWARK, N. J.

**ROSEVILLE STORAGE CO.**

MOVING, PACKING and SHIPPING  
of HOUSEHOLD GOODS

22-24-26 Cabinet St., Newark, N. J.

Frank J. McGrath, Pres.

Thos. A. McGrath, Treas.

## PASSAIC, N. J.

**HANLONS STORAGE WAREHOUSES**

Absolutely Fireproof

191-93 JEFFERSON STREET

STORAGE, PACKING, SHIPPING, VAULTS

Covering Clifton, Garfield, Nutley, Wallington, Lakeview,  
Delawanna and Rutherford, N. J.

## PATERSON, N. J.

**The Safety Storage Co.**

Two Modern Fireproof Warehouses  
for Storage of Household Goods and  
Merchandise

Carload Distribution

MOVING SHIPPING PACKING

**MOTOR TRUCK SERVICE**

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson

## TRENTON, N. J.

**Anchor Warehouse Co.**

Trenton, N. J.

**COMMERCIAL STORAGE**  
and  
**DISTRIBUTION**

Trenton is an ideal car break point for the  
Metropolitan district

Private Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.

We store, reship and deliver all classes of  
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

## TRENTON, N. J.

**Petry**  
**Express & Storage Co.**  
(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

## SOUTH ORANGE, N. J.

EFFICIENT SERVICE

**Roll's Furniture Storage Warehouse**  
Branch Office JACOB DIETRICH, Expert Mover  
**MOVING PACKING SHIPPING STORAGE**

Send Your Shipments to Roll—via D. L. & W. R. R.  
9-11 So. Orange Avenue, Member N. J. F. W. A.

The Men Who Distribute

**Warner Sugar**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## ALBANY, N. Y.

ALBANY TERMINAL WAREHOUSE CO.  
Office, 10 Tivoli Street

Member American Chain Warehouses.

Our warehouse was built for and always used for warehouse purposes. Direct truck connections with all RRs.

## ALBANY, N. Y.

HUDSON RIVER STORAGE &  
WAREHOUSE CORPORATION  
RATHBONE STREETGeneral Storage and Distributing  
Correspondence Solicited.

## ALBANY, N. Y.

## ROBERTS TERMINAL WAREHOUSE CO.

Dongan Avenue, Fourth Avenue and Plum Street  
Established 1909Private Railroad Siding All Railroad Connections  
General Warehousing — Pool Car Distribution  
Yard Storage

## ALBANY, N. Y.

SECURITY  
STORAGE & WAREHOUSE CO., INC.Jas. G. Perkins, Custom House Broker  
1 DEAN STREETStorage, Transferring and Forwarding  
Direct Track Facilities Pool Car Distribution

## AUBURN, N. Y.

JAMES A. WILSON, Pres.

FRANK A. WEEKS, Sec. Treas.

AUBURN DRAYING COMPANY  
(Incorporated)Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station  
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

The Men Who Distribute  
Vacuum OilRead DISTRIBUTION & WAREHOUSING  
and consult the Shippers' IndexThe Men Who Distribute  
Fairy SoapRead DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## The Men Who Distribute

## American Steel and Wire

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BINGHAMTON, N. Y.

## BINGHAMTON WAREHOUSE and SUPPLY Co.

Storage and  
Distribution

New, brick, specially built Warehouse; the only storage Warehouse building in Binghamton built purposely for that business.

Free switching over Delaware, Lackawanna &amp; Western, Erie and Delaware &amp; Hudson railroads.

WE SOLICIT YOUR INQUIRIES

References:  
Financial and other agencies and any Bank in Binghamton.BINGHAMTON WAREHOUSE & SUPPLY CO.  
83 Prospect Ave., Binghamton, N. Y.  
Telephone 3281

## BINGHAMTON, N. Y.

## HOWARD &amp; CONLON

DISTRIBUTORS AND FORWARDERS

Located in the center of the business district enables us to give prompt service to jobbers of merchandise.

OFFICE AND WAREHOUSE  
217 State Street Binghamton, N. Y.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

## JOHN B. SOUTHEE

STORAGE WAREHOUSE AND VAN OFFICE  
MOVING AND TRUCKING OF ALL KINDS  
178 STATE STREETOffice Phone 1366  
House Phone 1799Residence  
60 Moeller St.

## BROOKLYN, N. Y.

## Our 29th Year

## Chas. E. Bowman Co.

Modern  
Storage WarehousesStorage—Household Removals  
Packers and ShippersConsign your Brooklyn Shipments  
in our care—Wallabout Terminal.  
We make prompt collections and remit upon receipt of Bill of Lading.468-470-472 Pulaski Street  
Brooklyn, New YorkMember of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners Association of Greater New York



## BROOKLYN, N. Y.



We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

When you have collections that you want handled carefully and quickly, give us the order.

Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. If you need any special service, ask us.

**THE EAGLE**  
**Warehouse and Storage Company**

28 to 44 Fulton Street, Brooklyn, New York

Telephone 5560 Main

## BROOKLYN, N. Y.

Established 1890

**When Shipping Your Household Goods**

To or From Brooklyn  
Have It Done Right—And Right Means By  
**HARRAGAN'S**

**Storage Warehouse, Inc.**

**Storing—Packing—Moving—Shipping**

244-246 Havemeyer Street Brooklyn, N. Y.

**Mark Goods in Our Care, Eastern District Terminal, Brooklyn**

POOL CARS DISTRIBUTED

## BROOKLYN, N. Y.

**THOMAS F. HEALEY & SONS**  
**Warehouse & Storage Co., Inc.**

**Absolutely Fireproof**

2521-23-25 Tilden Ave.  
Flatbush Brooklyn  
New York

**Mark Shipment to Bush Terminal**



## BROOKLYN, N. Y.

**Fulton Storage**  
**Warehouse Co.**

1907-1913 Fulton Street and  
55 and 57 McDougal Street

Brooklyn, N. Y.

Geo. Burghardt, Mgr.

## BROOKLYN, N. Y.

*In the Heart of Brooklyn*  
**HORSTMANN**  
**WAREHOUSE CO. INC.**

16-18 Waverly Ave., }  
WALLABOUT TERMINAL, } BROOKLYN, N. Y.

**STORAGE FOOD PRODUCTS**  
**AND GENERAL MERCHANDISE**

*Centrally located for the jobbing trade*

Carload or less carload shipments direct to Warehouse and delivered from inventory to all points at flat rates.

**Efficient Service.**

**Motor Service.**

## BROOKLYN, N. Y.

Over 32 Years in Present Location

Consign your Brooklyn and Long Island shipments to us. Convenient to all terminals.

**LEXINGTON**  
**STORAGE & WAREHOUSE CO., Inc.**

Office: 25-27 Lexington Ave., Brooklyn

**LONG DISTANCE MOVING OUR SPECIALTY**  
**FLEET OF PIERCE ARROW TRUCKS**

R. W. SANDIFORD, Pres.  
F. L. CORWIN, Treas.  
E. E. CAIRNS, Sec. & Mgr.

**COLLECTIONS MADE**  
**AND REMITTANCE**  
**PROMPTLY FORWARDED**

## BROOKLYN, N. Y.

Cable Address, *Jenkinlis*  
Western Union

Long Distance Phones  
3100-3101-3102 Lafayette



ABSOLUTELY FIREPROOF  
**Long Island Storage Warehouses**

Nostrand and Gates Avenues  
BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

**Try shipping this way. We know**

## BROOKLYN, N. Y.

JOHN E. CASSIDY, *Treas.*

**Nineteenth Street  
Storage Warehouse**

Incorporated

Nineteenth St. and Eighth Ave.  
Brooklyn

Storage for Household Goods  
and Merchandise, Packing and  
Shipping, Motor Vans.

We are convenient to all rail-  
roads at Bush Terminal Sta-  
tion for deliveries to Bay Ridge,  
South Brooklyn, Flatbush and  
Prospect Park Sections. Con-  
signments to these points can  
be handled economically by us.

*Members N. F. W. A. and N. Y. F. W. A.*

## BROOKLYN, N. Y.

**P. J. O'Connor, Inc.**  
**Packing, Moving and Storage**

Jerome Ave. and East 18th St.

**SHEEPSHEAD BAY AND CONEY ISLAND**

## BROOKLYN, N. Y.

ESTABLISHED 1892

*Reliable Service Our Motto*

**Gustav A. Olson & Co., Inc.**

303-307-314-318 Bergen Street, Brooklyn, N. Y.

Crating, packing and shipping of Furni-  
ture and Household Goods, Pianos,  
China, Bric-a-Brac by experienced men.

Storage of Household Goods in Separate  
Rooms. Moving, Local and Long Dis-  
tance, by our fleet of five enclosed and  
padded motor vans operated by men who  
know how to handle furniture.

Consign your shipment in our care marked Baltic Terminal.  
Prompt Collections and Remittances

## BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's  
Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

## BROOKLYN, N. Y.

**William H. Strang Warehouses**

Established 1875

900-910 ATLANTIC AVENUE

1287-1295 ATLANTIC AVENUE

**Packing, Shipping, Moving  
and Storage of Household Goods**

N. Y. F. W. A.

The Men Who Distribute

**U. S. Envelopes**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BROOKLYN, N. Y.

ALBERT HARTOG,  
Manager**Sunlight Fireproof Storage  
Warehouse Co., Inc.**

Our Motto: Efficiency, Service, Safety

## PRIVATE ROOMS

## Fireproof Warehouse:

Entire Block Classon Avenue, Atlantic Avenue  
and Pacific Street

Office: 1050 Atlantic Avenue

## BUFFALO, N. Y.

ESTABLISHED 1903

**AMERICAN HOUSEHOLD STORAGE CO.**

297-303 NIAGARA STREET

Moving, Packing, Storage of  
Household Goods

Fireproof and non-fireproof warehouses convenient to railroads.

N. F. W. A.

A. W. A.

## BUFFALO, N. Y.

**BUFFALO  
STORAGE & CARTING COMPANY**  
STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

## BUFFALO, N. Y.

**COLD SPRING STORAGE CO., Inc.**

JOSEPH W. POWELL, PRES.

1440 MAIN ST.

FIREPROOF and NON-FIREPROOF WAREHOUSES

MEMBER A.W.A.—N.F.W.A.

## BUFFALO, N. Y.

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF  
MOVING—PACKING—STORING—SHIPPING  
HOUSEHOLD GOODS EXCLUSIVELY

## BUFFALO, N. Y.

**O. J. GLENN & SON**Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

## BUFFALO, N. Y.

—AND DETROIT

**LEONARD**WAREHOUSES, INC., 93 FRONT AVE.  
STORAGE FOR HOUSEHOLD EFFECTS

## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.**  
"SERVICE"In distribution of goods for National Merchandisers.  
286-308 Elm St., Buffalo, N. Y.

## BUFFALO, N. Y.

FOR BUFFALO SHIPMENTS of  
**HOUSEHOLD GOODS  
OR MERCHANDISE***We have the facilities, equipment and  
experience to render what you desire.***SERVICE**We handle pool car shipments of household goods or merchandise,  
city deliveries and interurban distribution.

Private side track on Erie Railroad

**QUEEN CITY WAREHOUSE CORP.**

25 HARDWOOD PLACE, BUFFALO, N. Y.

## CORONA, L. I., N. Y.

**LENIHAN'S CORONA WHSE., Inc.**

Office: Alburtis Ave. cor. Sackett

Queens Borough Consignments—serving principally Woodside, Winfield,  
Elmhurst, Flushing, Broadway, Bayside and Long Island City.Consign all l. c. l. shipments and c. l. shipments to the different  
localities designated and send B./L. to us at Corona.

## ELMIRA, N. Y.

**We Offer the Most Complete  
Service in Elmira and  
Vicinity**

## Service Our Middle Name

**BEST DISTRIBUTING POINT  
in Western New York and Pennsylvania**Three Warehouses, 75,000 square feet  
floor space, can accommodate 150 cars  
of merchandise.Free switching privileges, D., L. & W.,  
Erie, Penna. and L. V. Railroads.  
Switch enters building; can load and  
unload under cover.General Merchandise and Storage. For-  
warding and Transferring a Specialty.Competent help in office and warehouse.  
We can be used as a branch house at no  
extra expense.

We do our own trucking.

**ELMIRA  
STORAGE AND SALES  
COMPANY**



## ELMIRA, N. Y.

**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
Erie, Pa., L. V. railroads.

**DISTRIBUTING AND WAREHOUSING**

Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

**JOSEPH BIMBERG SONS**

Elmira, N. Y.

## FLUSHING, N. Y.

**Blackham Storage & Trucking Co.  
INC.**

We do a general storage, moving, carting and  
packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## FOREST HILLS, N. Y.

**Forest Hills Storage Warehouse**

Austin & Herrick Sts.

**STORAGE SHIPPING OF  
HOUSEHOLD GOODS EXCLUSIVELY**

Forest Hills, Elmhurst, Kew, Richmond Hill and Jamaica

## JAMAICA, L. I., N. Y.

Send Your Long Island Shipments  
To

**Jamaica Storage Warehouse**

166-11 Jamaica Ave.  
Old, 461½ Fulton St.

**WRAPPING                      CRATING  
PACKING                      SHIPPING**

Adjacent to Biggest Railroad Terminal on Long Island

**WE RENDER PROMPT SERVICE**

Member: N. F. W. A.

## MT. VERNON, N. Y.

Consign Shipments to Mt. Vernon, New York  
Central and New York, New Haven & Hartford  
Railroads

**John Stahl & Sons, Inc.**

**Moving and Storage**

Our Service extends to

Mount Vernon, Bronxville, Pelham Manor, Scarsdale, New Rochelle and White Plains or any other point in Westchester County.

## MEMBERS:

National Furniture Warehousemen's Ass'n.  
New York Furniture Warehousemen's Ass'n.  
New York State Warehousemen's Ass'n.

## Address mail

Main Office                      Mt. Vernon Warehouse,  
4761 White Plains Ave.,      47-49 South 5th Ave.,  
Bronx, N. Y. City              Mt. Vernon, N. Y.

## NEW YORK, N. Y.

**ATLAS WAREHOUSES, INC.**

428-432 Greenwich Street, New York City

**Storage and Distribution of Merchandise.**

Convenient to Railroad and Steamship Piers.

Excellent Service.

Phone—Canal 8607

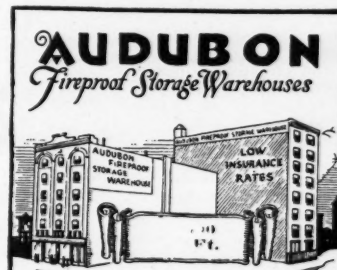
Reasonable Rates.

## NEW YORK, N. Y.

**CONSIGN**

Your Harlem and  
Washington  
Heights Shipments  
to us.

Efficient Service  
Prompt Attention  
Motor Equipment



1928 Amsterdam Ave., Cor. 155th St.

**Moving — Packing — Shipping — Silver Vaults**

**ABSOLUTELY FIREPROOF**

**Route to All Harlem Stations**

MEMBERS: { National Furniture Warehousemen's Assn.  
New York Furniture Warehousemen's Assn.  
Van Owners' Assn., Greater New York.

516 West 181st St.



District from 135th  
St. to Yonkers, East  
and West Side.

**DEAD STORAGE  
FOR AUTOS**

## NEW YORK, N. Y.

**Baltimore & Ohio Stores, Inc.**

**S. W. Corner 26th Street and 11th Avenue**

**LOWEST INSURANCE RATES IN NEW YORK.**

**MOST CENTRAL LOCATION IN NEW YORK.**

**SERVICE, PROMPT AND EFFICIENT.**

**B. & O. R.R. TRACKS RUN INTO WAREHOUSES.**

**CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY**

**PLANNED FOR HANDLING FOODSTUFFS.**

**REASONABLE STORAGE RATES.**

Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

## NEW YORK, N. Y.

**P. BRADY & SON CO.**

**DEAD STORAGE OF AUTOMOBILES & MACHINERY**

**Automobiles Boxed for Export**

**GENERAL TRUCKING**

**552-554-556 West 58th Street**

**New York**

## NEW YORK, N. Y.

Established 1881



Photo of Sixth St. Warehouses  
By Fairchild Aerial Camera Corporation

**CAMPBELL STORES**

Warehousemen and Truckmen

**HOBOKEN, NEW JERSEY**

Just Across the River from New York City

Direct Rail and Water Connections

Pool Cars Distributed in New York

Uniform Rates

Member of American Warehousemen's Association  
Warehousemen's Association of the Port of New York

## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS**Storage, Moving, Packing, Shipping  
Express and General TruckingShip to  
the  
ChelseaEquipped  
for prompt  
service.

Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.  
Main Office Harlem Branch  
426-434 West 26th St. 112-120 West 107th St.

Members of  
New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.



Our Warehouses are  
of Fireproof Con-  
struction and Offer  
Greatest Security.

## Efficient Service— Worth Considering

Fellow Warehousemen:-

The reputation of a Warehouseman, invariably  
is determined by the manner in which a shipment is  
completed.

We therefore offer you exceptional service to  
eliminate this risk of reputation.

We conduct, perhaps, the highest type of  
business in our line, catering to the handling of fine  
household effects and art collections for responsible  
people in this City.

We also ship from New York a large percentage  
of the higher grade household effects.

Will you avail yourself of our service?

Day & Meyer  
**Murray & Young, Inc.**  
PACKERS-SHIPPERS  
AND MOVERS  
OF HIGH GRADE  
HOUSEHOLD EFFECTS & ART OBJECTS  
304-305-307 EAST 61<sup>ST</sup> STREET  
NEW YORK

Members—National Furniture Warehousemen's Ass'n—New York Furniture Warehousemen's Ass'n

## NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard

MODERN  
FIREPROOF  
WAREHOUSECentrally located we  
are equipped to handle  
your Bronx consign-  
ments.

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*The* **GILBERT STORAGE CO., Inc.**  
*formerly*

HARLEM STORAGE WAREHOUSE CO. INC.

211 East 100<sup>TH</sup> St., New York City  
Telephone LENOX 850-9508

Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.

## NEW YORK, N. Y.

Tel. Whitehall 0339

If  
You  
WantPool Car Distribution Service.  
A Distributing Warehouse.  
A Delivery Service in Greater N. Y.  
Your Shipping and Storage Distri-  
bution Problems to Receive Per-  
sonal Attention.*"Get in Touch With"***L. Ellinger, Distribution Warehouses**

24 Washington St., N. Y. C.

FOREIGN FORWARDING AGENTS AND ADVISORS ON  
HOUSEHOLD GOODS. SHIPMENTS ABROAD

## NEW YORK, N. Y.

**Hobson's  
Storage**181st and  
Amsterdam Ave.Nine-Story  
Fireproof

Est. 1888

**Fordham  
Storage**181st and  
Jerome Ave.

## NEW YORK, N. Y.

**Julius Kindermann & Sons**Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

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Main Office:  
586-588 Washington St.PHONES  
Office .....Spring 4010  
Traffic Dept.....Spring 3961  
Whse Dept.....Spring 3994**Emergency Trucking  
and Warehousing Corp.**WAREHOUSEMEN, TRUCKMEN,  
FORWARDERS586-588 Washington St., New York City  
104-106 Charlton St., New York City  
692-694 Greenwich St., New York City  
548-550 West 46th St., New York City*Distribution of Straight or Pool Cars*MOTOR TRUCK AND  
HORSE SERVICE  
C. H. LICENSE NO. 30  
LOCAL OR LONG DISTANCEWAREHOUSING,  
LIGHTERING, MARKING,  
SHIPPING, WEIGHING, CAR  
TRACING, TRUCKING

## NEW YORK, N. Y.

**LEE BROTHERS, Inc.**Operators of five large Warehouses, all in close proxim-  
ity to Pennsylvania, New York Central and New York,  
New Haven & Hartford Railroads.Thoroughly equipped to handle any shipment, either  
large or small, promptly and efficiently.

Experience extending over a period of over 40 years.

*Dead Storage for Autos*

MAIN OFFICE, 212 EAST 125TH ST.

## NEW YORK, N. Y.

Tel. Longacre 491

Edward Keegan, Prop.

**Long Acre Express and Van Co.**

Storage Warehouse

Moving, Trucking, Packing and Shipping

408-410 WEST 47th STREET

Bet. 9th and 10th Aves.

N. F. W. A.

Motor Vans

New York

## NEW YORK, N. Y.

H. J. F. MINDERMANN, Pres.

Main Office and Warehouse Telephones

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Warehouse: 501-505 EAST 171ST ST., Near Third Ave.  
Piano Hoisting A Specialty



## NEW YORK, N. Y.

Where service is more than a word and  
the promise is performed

## EDWARD J. MOONEY

A complete organization  
for the warehousing or dis-  
tribution of your product  
—giving satisfaction since  
1897.

A real Traffic Department  
at your service.

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Distributors of  
Angostura Bitters  
Carlsbad Mattoni Mineral  
Waters

Foreign Freight Forwarders  
Consign Your Export  
Shipments Through Us

## NEW YORK, N. Y.



## MORGAN & BROTHER

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING      STORAGE      PACKING

Our reputation for handling collections on con-  
signments is your guarantee in selecting us  
as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

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Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
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Van Owners' Association of Greater New York  
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## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

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## JOHN F. MURRAY STORAGE CORP.

WAREHOUSEMEN & FORWARDERS

549-51-53 West 39th Street, New York City

Motor and Horse Service  
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Coopering, Weighing  
Marking, Shipping

## NEW YORK, N. Y.

Phone Morningside 3529

# THE T. J. O'REILLY STORAGE WAREHOUSE COMPANY

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Storage Moving Packing  
**F-I-R-E-P-R-O-O-F**  
Dead Storage for Autos

Members National F. W. A., New York F. W. A., and  
V. O. A. of Greater New York

## NEW YORK, N. Y.

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FIREPROOF STORAGE WAREHOUSE

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Fireproof Warehouse

Packing, Storage, Shipping, Trucking Household Goods  
Exclusively

Member of V. O. A. of Greater New York

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Complete and Modern Equipment  
Motor Trucks for Local and Long Distance Moving  
Convenient to all R. R. Terminals in New York City. We  
are in a position to handle with satisfaction all shipments  
consigned to:

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A Room for Every Load of Furniture

**The Tiffany Fireproof Storage Warehouses**  
1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are con-  
veniently located near all railroad terminals.

**Efficient Service Our Motto**  
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Members of  
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MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Automatic Fire Alarm  
Erie Railroad Siding

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and  
Warehouse:  
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Erie R. R. Tracks  
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**HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

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**WARNER STORAGE CORP.**

557-563 West 59th St.

General Merchandise

Our location near N. Y. C. terminal insures quick delivery and  
lowest handling expense. Service and rate inquiries solicited.

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**WILLIAM YOUNG**

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

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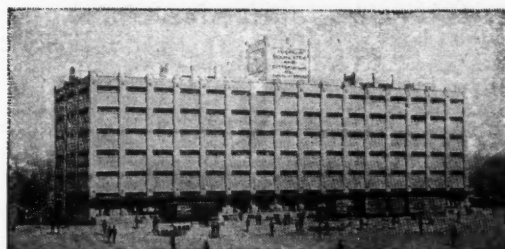
**Birrer Motor Freight  
&  
Transportation Co., Inc.**

Poughkeepsie and New York Express  
Moving Hauling Shipping  
Concrete Distributing Warehouse  
Pool Cars

Office and Warehouse, 574-576 MAIN ST.

PHONE 2059

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**General Merchandise  
Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

**Blanchard Storage Co., Inc.**

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

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**DELOR DOE**

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. Gen-  
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Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

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**J. C. Clancy Carting Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown &amp; Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work  
Specialize—Glucose, Paper, Machinery, Sugar, Pails

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

**ROCHESTER CARTING CO.**Members New York Warehousemen's Association  
Distributors of Car Load FreightUnsurpassed facilities for Storing, Transferring and Forwarding Merchandise and Household Goods  
Two Large Storage Warehouses

162-164 ANDREWS STREET

## ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ CO.**

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

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**CAMPBELL'S WAREHOUSE**

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

## SCHENECTADY, N. Y.

**J. A. RUDD**

911 BRANDYWINE AVE.

NEW FIREPROOF WAREHOUSE

PACKING, CRATING, SHIPPING

LONG DISTANCE HAULING

CORRESPONDENCE SOLICITED

## SCHENECTADY, N. Y.

**Lights and Hauls the World**

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

**NEIL F. RYAN***We Move Anything Anywhere*Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and Vans. Local and Long Distance Hauling.

## SCHENECTADY, N. Y.

**W. CADY SMITH**

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped  
General Merchandise Distributors for Manufacturers and Wholesalers

Daily Express Service Between Albany and Schenectady

## SYRACUSE, N. Y.

**Flagg Storage Warehouse****TWO FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE and HOUSEHOLD GOODS

We are in position to render quick and efficient service.

Centrally located to all jobbers and freight houses.

Correspondence Solicited.

100 Townsend St.

Syracuse, N. Y.

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE STORAGE  
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE**

358-376 West Water St.

**MEMBERS**American Warehousemen's Association  
National Furniture Warehousemen's Association

The Men Who Distribute

**Premier Brand Groceries**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## TROY, N. Y.

# **Railway Terminal Warehouse & Storage Co.**

TROY, N. Y.

Warehousing and Storage  
Trucking and Transfer Agents  
Handling and Distributing of Pool Cars  
OFFICE AND WAREHOUSES: LOWER PAINE ST.  
GREEN ISLAND, N. Y.

## UTICA, N. Y.

In Utica it is

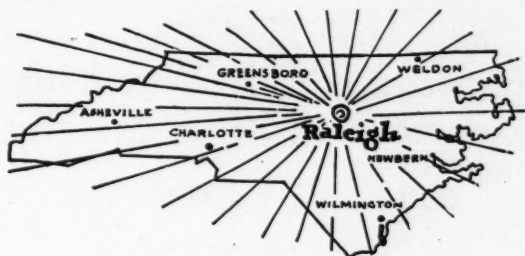
# **"Jones of Utica"**

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

**JONES-CLARK TRUCKING and  
STORAGE CO., Inc.**  
127-135 Hotel St.

## RALEIGH, N. C.



**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

**CAROLINA**  
STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

## WATERTOWN, N. Y.

**WINSLOW TRUCKING CO., Inc.**  
GENERAL STORAGE, TRUCKING AND TRANSFER  
FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK  
Moving, Packing, Shipping  
Members: N. F. W. A. and A. W. A.

## FARGO, N. D.

# **Union Transfer Company, Fargo, N. Dak.**

Complete services, merchandise, agricultural implements, and household goods. Also pool-cars. Three warehouses. No car switching charges.

806-810 Nor. Pac. Ave.

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.  
**Fireproof Storage Warehouse**  
Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## GRAND FORKS, N. D.

# **HOUSEHOLD GOODS DEPT.**

The utmost in fireproof household goods storage facilities, packing, moving and shipping.  
Consignments from other cities given personal attention and expert service.

**KEDNEY WAREHOUSE COMPANY**  
Ninth & University Aves. Members A.W.A., C.W.C., Minn. W.A.

## GREENSBORO, N. C.

THE GATE CITY TO NORTH CAROLINA  
AND THE SOUTHEAST  
Population within 100 miles 2,500,000  
MODERN FIREPROOF BONDED WAREHOUSES  
120,000 Sq. Ft. Floor Space Private Railway Siding  
**Merchandise Storage and Distributing**  
Greensboro Warehouse & Storage Company

The Men Who Distribute

# **Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## AKRON, OHIO

**The KNICKERBOCKER  
WAREHOUSE and STORAGE CO.**  
36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE  
FIREPROOF WAREHOUSE MOTOR TRUCKING

The Men Who Distribute

# **Carey Salt**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## AKRON, OHIO

# THE UNION Fireproof Warehouse Company Akron, O.



239 E. MILL STREET

New Fireproof Furniture Warehouse  
Motor Van Service Packing

"One of the Cotter Warehouses"

## AKRON, OHIO

# THE UNION Terminal Warehouses 754 Brook Street

MERCHANDISE DISTRIBUTION  
POOL CAR SHIPMENTSPrivate Siding, Pennsylvania  
R. R.: Free Switching from  
B. & O. R. R., Erie R. R. and  
A. C. & Y. R. R.

Motor Delivery Service

"One of the  
Cotter Warehouses"

## CANTON, OHIO

# The Cummins Storage Co.

Cor. 4th and Walnut St., S. E.  
CANTON, OHIOGeneral Merchandise, Distribution and  
Household Goods Storage.Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.Unsurpassed facilities for handling pool car and  
car load shipments.Railroad Sidings  
Logical Distributor for this Section

## CINCINNATI, OHIO

# THE CINCINNATI TOBACCO WAREHOUSE CO.

Main Office: 7 W. Front Street  
CINCINNATI, OHIO

# — STORAGE —

Three Large Warehouses

RAILWAY SIDE TRACK ALONG ENTIRE FRONT

CINCINNATI } OHIO  
NORWOOD }CONSIGN YOUR SHIPMENTS  
FOR CINCINNATI AND  
NORWOOD, OHIO, TO

# THE NORWOOD TRANSFER CO.

MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION OF MERCHANDISE

MOTOR TRUCK SERVICE

OFFICE: 4416 Main Ave., NORWOOD, OHIO

WAREHOUSE: Madison Ave. and C. L. &amp; N. R. R.

Members:  
Ohio Warehousing Association National Furniture Warehousemen's Association

## CINCINNATI, OHIO

# FRED PAGELS

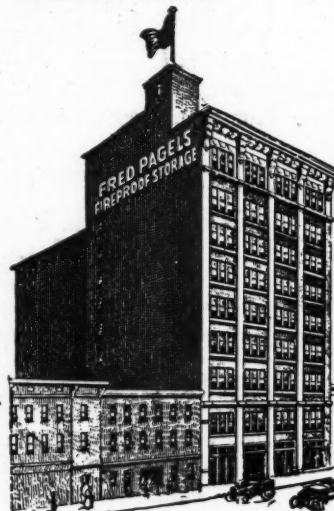
Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor  
Complete Transfer FacilitiesMember  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.

## CINCINNATI, OHIO

# A Good Reputation of Long Standing

Ever since distribution needs of modern caliber have been  
felt, the Panhandle Warehouses have been satisfying them.  
This long record of service rendered with satisfaction is a  
guarantee to you of the sort of treatment you may expect  
in transshipping through us. Low insurance, absence of  
trucking charges on most of our rerouting, and speed,  
are good cause for you to entrust your warehousing in-  
terests to us.

# Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

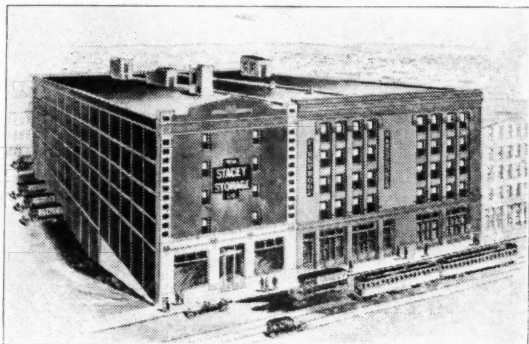
## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-  
loads for out of town firms. Warehouse on Pennsyl-  
vania Railroad. Motor Truck and Team Service.WALLACE TRANSFER & FORWARDING CO.  
222 and 224 East Front Street

## CINCINNATI, OHIO

Cincinnati's Leading Warehouse  
**Stacey Service**  
 is the  
**Best**



150,000 SQ. FEET

**Storage  
 Packing**

**Hauling  
 Shipping**

*Send us your consignments; we will take care of your interests*

**The Wm. Stacey Storage Co.**  
 2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

## CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

**Mercantile Storage Only**

Pool Cars for Distribution  
 and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
**Sprinkler System**

3 Warehouses, Private Siding,  
 C. C. C. & St. L. R. R.

## CINCINNATI, OHIO

## THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
 Automobiles, Furniture and Merchandise

2000-2020 ELM ST. Est. 1899

The Men Who Distribute

**"Skat"**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**Fellowes Hypophosphites**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**Vick's Vaporub**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## CLEVELAND, OHIO

## The Curtis Bro.'s Transfer Company

French, Winter and Fall Streets

CLEVELAND, OHIO

## Mercantile Storage and General Trucking

Low Insurance

Private Siding on

Sprinkler System

C., C. C. & St. L. R. R.

Pool Cars for Distribution

Motor Truck Service



CLEVELAND, OHIO

## The Ninth Street Terminal Warehouse Company

1200 West 9th St., Cleveland, Ohio



### OHIO'S LARGEST WAREHOUSE

**3,500,000 Cubic Feet GENERAL STORAGE**

**1,500,000 Cubic Feet COLD STORAGE**

We have a 63-car railroad track capacity.

We have a new fireproof, sprinklered building.

We are centrally located in the down-town district.

We have storage-in-transit privileges.

The Big Four Railroad has its office and freight house with us.

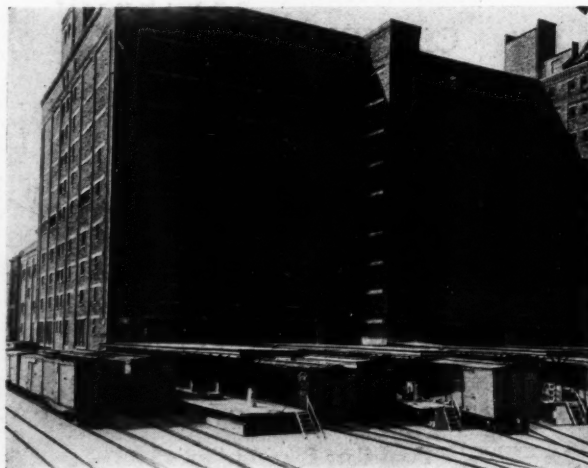
We have free switching from all other railroads.

We do a merchandising, distributing and pool car business.

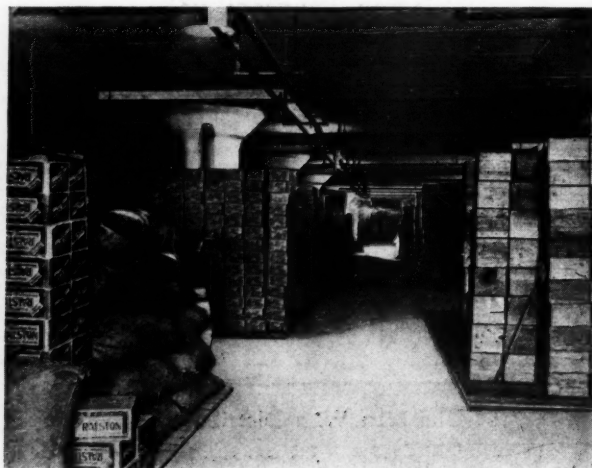
We have offices available for brokers, manufacturers' agents or branch managers.

Wholesalers and manufacturers store with us.

We have low insurance rates.



**WM. J. HOGAN**  
President and Gen'l Manager



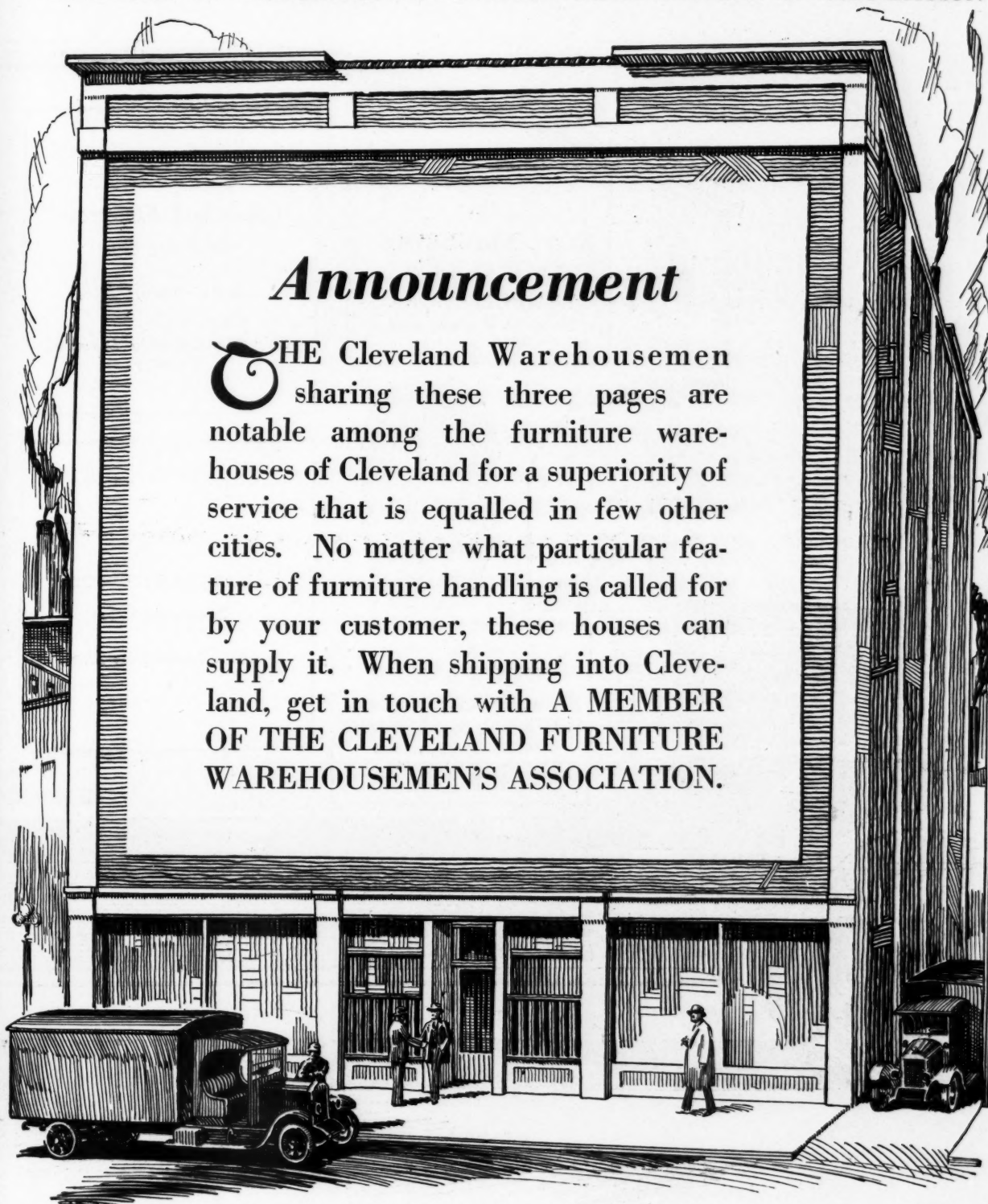
**A. B. EFROYMSON**  
General Superintendent

# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

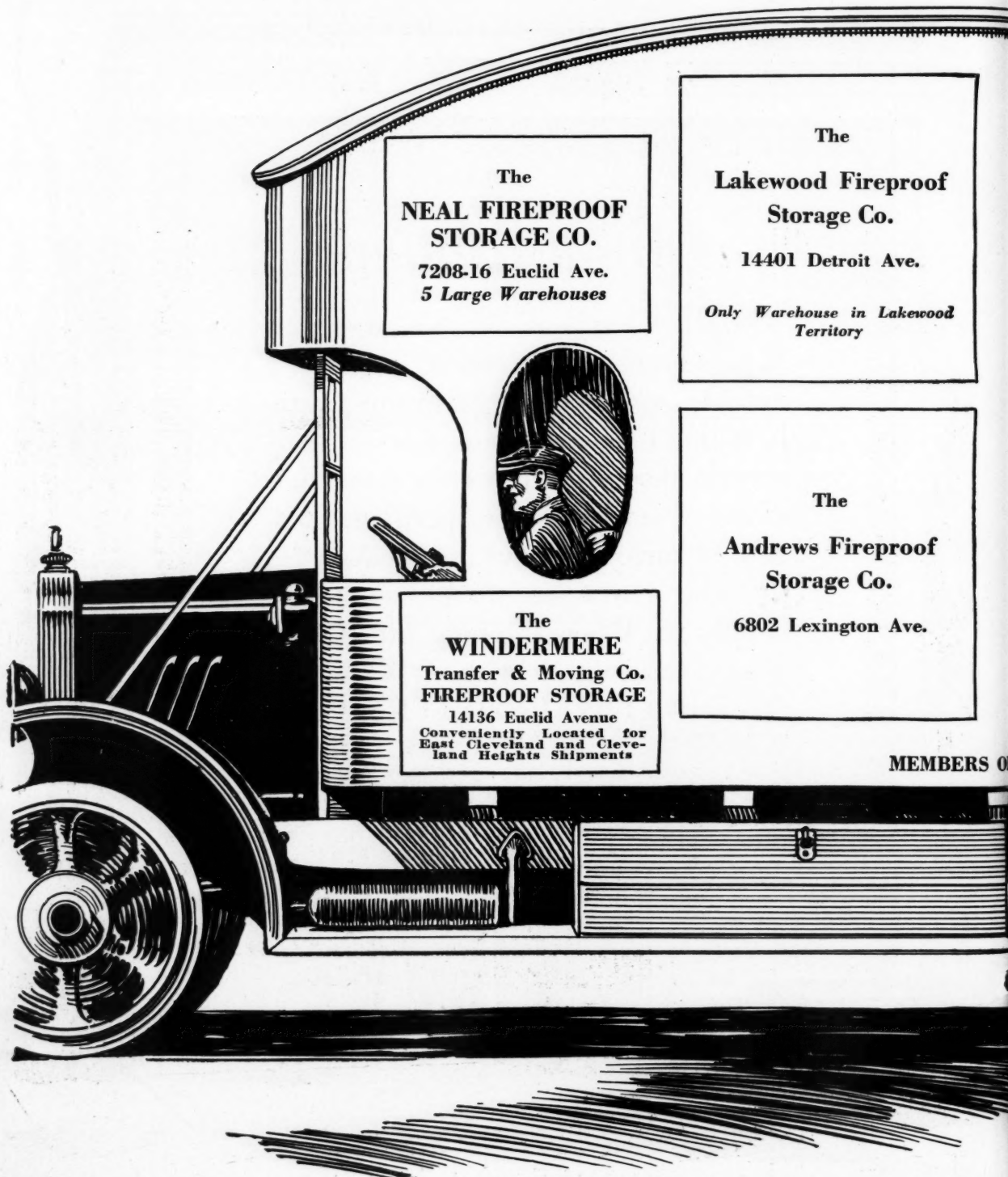
## Announcement

THE Cleveland Warehousemen sharing these three pages are notable among the furniture warehouses of Cleveland for a superiority of service that is equalled in few other cities. No matter what particular feature of furniture handling is called for by your customer, these houses can supply it. When shipping into Cleveland, get in touch with A MEMBER OF THE CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.



# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION





# Fifth City

**JOHN BECKER**  
*Fireproof Storage*  
2055 W. 41st Street

The  
**KNICKERBOCKER  
STORAGE CO.**  
7724 Detroit Ave.

Established 1905  
  
The  
**Lincoln Storage Co.**  
5660-5704 Euclid Ave.

Geo. A. Rutherford, President  
W. R. Thomas, Vice-President  
W. H. Turner, Sec. & Treas.

The  
**REDHEAD  
STORAGE CO.**  
11605-9 Euclid Ave.

**LAKESHORE  
MOVING AND  
STORAGE CO.**  
664 East 105th St.

The  
**Scott Bros. Fireproof  
Storage Co.**  
1838-40 East 55th St.

OF **Cleveland Furniture Warehousemen's Association**



## CLEVELAND, OHIO

**Ship Your Cleveland Freight**

Direct care Gregg Cartage Co. Freight to and from Depots.  
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

**GREGG CARTAGE CO.**

502 Prospect Fourth Bldg., CLEVELAND, OHIO

## CLEVELAND, OHIO

*Lederer Has Something in  
Store for You*

MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL  
WAREHOUSE COMPANY**



## CLEVELAND, OHIO

**THE LIBERTY  
CARTAGE CO.**

422-4 FRANKFORT AVE.  
CLEVELAND, OHIO

**MERCANTILE STORAGE**

**CARLOAD**

**CONSOLIDATING**

**DISTRIBUTING**

**FORWARDING**

**FREIGHT HANDLERS**

**CITY DELIVERIES**

**AFFILIATIONS**

**PENNOYER FREIGHT SERVICE**

**MEMBER**

American Warehousemen's Assn.

National Team & Motor Truck Owners' Ass'n.

## COLUMBUS, OHIO

**The W. Lee Cotter  
Warehouse Co.**

Operating the

**COLUMBUS**

**TERMINAL WAREHOUSES**

(seven of them)

**FIREPROOF AND**

**NON-FIREPROOF**

**MERCHANDISE STORAGE**

**AND DISTRIBUTION**



*Save 35% to 50% by  
shipping in car lots*

## COLUMBUS, OHIO

**Safety First**

**The Fireproof**

**Warehouse & Storage Company**

1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

**Vaults for Valuables**

**Private Rooms**

## COLUMBUS, OHIO

**The Merchandise Storage Company**

Columbus, Ohio

**General Storage & Distribution**

**SERVICE THAT WILL SATISFY**

## DAYTON, OHIO

**THE LINCOLN STORAGE CO.**

"Fireproof"

Big 4 Private Siding Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

The Men Who Distribute

**Scott's Emulsion**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED  
BAINBRIDGE, BACON & STATE STREETS  
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

**THE  
Lakewood Fireproof Storage Co.**

14401 Detroit Ave.  
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## MARION, OHIO

**MERCHANTS  
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

**MEMBER N. F. W. A.**

## LIMA, OHIO

POOL CAR DISTRIBUTORS  
**EAGY TRUCK AND STORAGE**

320-322 NORTH CENTRAL AVENUE  
General Trucking, Rigging, Long Distance Moving,  
Storage and Vans  
PHONE MAIN 2548 LIMA, OHIO

## SPRINGFIELD, OHIO

**The Citizens Transfer and Storage Co.**

LOWRY AVE. AND BIG FOUR R. R.  
Storage of Merchandise and Household Goods  
Forwarders and Distributors  
Motor Truck Service  
W. A. HANCE W. P. BYERMAN  
Private siding on C. C. C. St. L. R. R.

## MANSFIELD, OHIO

**The Cotter Transfer  
& Storage Co.**

Operating Five Fireproof  
and Non-Fireproof Warehouses

in

**MANSFIELD, OHIO**

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage  
and Distribution*

**Motor Trucks  
Heavy Hauling**



## SPRINGFIELD, OHIO

**Bill All Shipments  
for Springfield, O.**

to

**WAGNER**

**FIREPROOF STORAGE & TRUCK CO.**

**We Give You SERVICE**

Siding on Pennsylvania  
Lines. Complete facilities  
for distribution of Pool  
Car Shipments.

**Moving—Packing—Shipping.  
Storing of Household Goods and  
Merchandise.**

## TOLEDO, OHIO

*DREW DOES IT*

**H. L. Drew Cartage and Storage Co.**

Merchandise and household goods storage.  
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

The Men Who Distribute

**Palmolive Soap**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



## TOLEDO, OHIO

**"Ship to Toledo and  
Consign to Depenthal"**

*We are specialists in furniture packing, local and long distance furniture hauling.*

*Storage for general merchandise and household goods.*

*Connections with all railroads entering the city.*

*Private siding on the B. & O.*

*Member of National Furniture Warehousemen's Association.*

**Depenthal Truck & Storage Co.**

*Main Office*

108 Summit Street, Toledo, Ohio

## TOLEDO, OHIO

**THE GENERAL  
FIREPROOF STORAGE CO.**

651-655 STATE STREET

**Household Goods Exclusively**

*Members: The National Furniture Warehousemen's Ass'n  
American Warehouse Association*

## TOLEDO, OHIO

**HOUSEHOLD GOODS EXCLUSIVELY**

Established 1894

**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS

**STORAGE**

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**Let "RATHBUN" Do It  
THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and  
Merchandise*

*Members Nat'l F. W. Asso.*

## TOLEDO, OHIO

**THE TOLEDO  
MERCHANTS' DELIVERY COMPANY**

215 SO. ST. CLAIR ST.  
AUTO SERVICE—FIREPROOF STORAGE  
Local and long distance hauling

*Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.*

**100% SERVICE**

*Reference: Second National Bank. or any bank in Toledo*

## TOLEDO, OHIO

**The Toledo Terminal Warehouse Co.**

928-930 GEORGE STREET

TOLEDO, OHIO

**STORAGE OF MERCHANDISE**

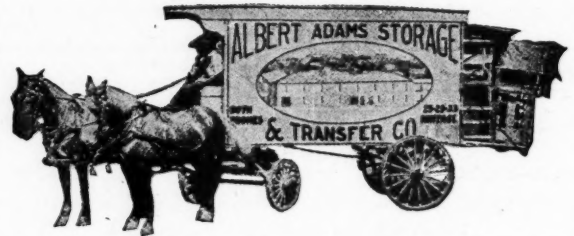
*Special Attention to Pool Car Distribution*

## ZANESVILLE, OHIO

**ALBERT ADAMS  
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

*Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space*



## CLINTON, OKLA.

**CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.**

**DISTRIBUTORS FOR WESTERN OKLAHOMA**

*Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. &  
O. W. Railroads.*

*Only Brick Warehouse in Western Oklahoma*

*Storage and distribution of Merchandise and Pool Cars given special  
attention.*

*Member American Warehousemen's Association*

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

**2—Fireproof Warehouses**

*Merchandise and Household Goods*

*Stored—Pool Cars Distributed*

*Railroad Siding.*

## OKLAHOMA CITY, OKLA.

**WEICKER****O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

**General Warehousing and Distribution**

*Members—Central Warehousemen's Club, American  
Chain Warehouses, American Warehousemen's  
Ass'n, National Furniture Warehousemen's Ass'n.*

*Write for freight tariff to all points in Oklahoma  
City territory.*

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping  
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

## PORTLAND, ORE.

**General Warehousing  
Storage - Distribution**

**Portland  
Oregon**

*Logical distributing point  
of the  
Pacific Northwest Territory*

## PORTLAND, ORE.

**B E K I N S**  
FIREPROOF STORAGE

*Distributors*

Northwest Shipments Promptly Handled

PORTLAND, ORE.  
Sixteenth and Sandy Blvd.

SEATTLE, WASH.  
Madison at Twelfth

## PORTLAND, ORE.

G. W. CUMMINGS  
President

J. H. CUMMINGS  
Secretary

**Northwestern Transfer Co.**

Incorporated 1888  
STORAGE - DISTRIBUTION - HAULING

Free Trackage All Railroads  
We Make a Specialty of Distributing Pool Cars  
Office, 64 Front Street

## PORTLAND, ORE.

**Oregon Auto Despatch**

Established 1904

**DRAYAGE AND STORAGE**

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

*Office and Warehouse:*

**200 NORTH 13th STREET**

## PORTLAND, ORE.

**Mr. Traffic Manager:**

There is a pivotal point below which it is more economical to use a Public Warehouse than to have your own warehouse; to have two or more distributing centers for a certain territory than to depend upon one only.

Generally speaking, the Pacific Coast has at least two distributing centers. PORTLAND is the economical one for the Pacific Northwest. We have 255,000 square feet of warehouse space in four (4) warehouses on terminal tracks and up-to-date distributing equipment; or we make distribution direct from cars.

**OREGON TRANSFER COMPANY**

474 GLISAN ST.

PORTLAND

OREGON

## ALLENTOWN, PA.

**Hummel Warehouse Company**

728-40 N. 15th Street

Pool Car Distribution and Forwarding.

Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

## BETHLEHEM, PA.

## ALLENTOWN, PA.

**F. G. LAZARUS**  
**20th Century Storage**

Moving, Storing, Packing, Crating, Shipping  
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

## CHESTER, PA.

**Headley's**  
**Express & Storage Co., Inc.**  
 General Storage  
 Merchandise and Household Goods  
 Moving, Packing and Shipping

## ERIE, PA.

**ERIE**  
**STORAGE & CARTING COMPANY**  
 1502 Sassafras Street



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

Members of A. W. A.,  
 I. F. W. A., N. Y. F. W. A.,  
 Am. Chain &  
 Rotary Club

## ERIE, PA.

**ERIE WAREHOUSE COMPANY**  
 A Complete and Efficient Service  
 Mercantile Storage  
 Pool Car Distribution

CENTRAL LOCATION  
 AMPLE WAREHOUSE AND  
 TEAM TRACKAGE  
 OUR OWN MOTOR TRUCK FLEET

## ERIE, PA.

**LAKE AND RAIL**

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

**Fort Erie Warehouses & Docks**  
**Erie, Pa.**

J. M. Dunkle, Resident Manager



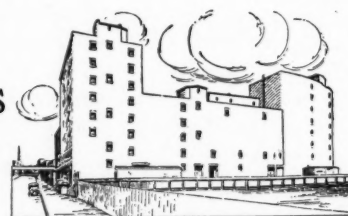
The Men Who Distribute

**Hoosier Kitchen Cabinets**  
 Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## HARRISBURG, PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage  
**HARRISBURG STORAGE CO.**  
 P. R. R. Sidings. HARRISBURG, PA.

## HARRISBURG, PA.

**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

**Keystone Warehouse**  
**Harrisburg, Pa.**

W. C. Wirth, Resident Manager

## HARRISBURG, PA.

**MONTGOMERY & CO.**  
**STORAGE WAREHOUSES**

Merchandise Storage—Transferring—Forwarding  
 Direct Track Facilities Pool Car Distribution  
 Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**  
**STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods  
 MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
 Siding on P. R. R. and P. & R.

## LANCASTER, PA.

**Lancaster Storage Co.**  
**Lancaster, Pa.**

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
 Local and Long Distance Moving  
 Railroad Sidings



## OIL CITY, PA.

**CARNAHAN  
TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

**American Storage & Express Co.**

215 South Tenth Street, Philadelphia, Pa.

Storage—Moving—Packing

Shipping

Auto Service

Storage

For General Merchandise

Heavy Machinery

## PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND  
SAFETY ABOUNDS

North Philadelphia Storage Co.

2033 Lehigh Ave.

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA, PA.

**Philadelphia  
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

The Men Who Distribute

**Quality Brands**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PHILADELPHIA, PA.

**MERCHANDISE STORAGE****International Warehouse & Distributing Co., Inc.**

Delaware Ave., Swanson and Queen Sts.

Over twenty years at the same place.

References: First National Bank; Mutual Trust Co.

Pool Cars a specialty. Lowest rates. Finest storage accommodations in the city. Big fleet of motor vans for prompt and efficient execution of distribution requirements. No order too large or too small for our modern complete plant and equipment.

Penna. R. R. Siding. Adjacent to all leading steamship lines and wharves. Consign shipment to yourself, "c/o this company via P. R. R., Washington Ave. Wharf, private siding."

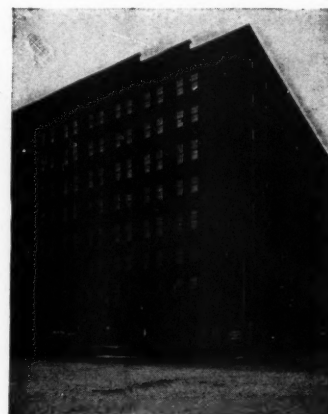
PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA



Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization.

Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

## Penn Storage & Van Co.

2136 MARKET STREET

PHILADELPHIA, PA.

William Rimmel, Jr., Genl. Manager

## South Jersey Warehouse Co.

General Merchandise Only. Warehouse Receipts Issued. Direct Penna. R. R. Siding. Pool Car Distribution. Motor Truck Service for Phila. and South Jersey Delivery.

Office: 1300 Pine St., Camden, N. J.

PHILADELPHIA, PA.

## WALLACE STORAGE CO.

237-253 Church Lane, Germantown, Phila., Pa.

For

## Germantown and Chestnut Hill

Shipments

Consign to Chelten Ave. Station, Penna. R.R.  
or Phila. & Reading R. R.

Storage, Packing, Shipping of Household Goods  
Long Distance Moving

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: Correspondence solicited

Address

Office—5th and Byron Streets  
CAMDEN, N. J.

The Men Who Distribute

## Gold Dust

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Lux and Rinso

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

PITTSBURGH, PA.

**BELMAR****MOVING & STORAGE CO.**

OFFICE AND WAREHOUSE

**Homewood Ave. and P. R. R.****Pittsburgh, Pa.**

We pay commission on all work secured through our correspondents and guarantee satisfaction to your customers.

PITTSBURGH, PA.

In

**PITTSBURGH**

It's

**BLANK'S**  
**Transfer & Storage Co.**

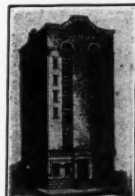
Since 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

**SERVICE TO THE**  
**CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

*Established 1889*

**HAUGH & KEENAN**  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

**HASLEY BROTHERS**  
**TRANSFER AND STORAGE\***

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

**Interstate Trucking Company**

2614-2618 Smallman St. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling  
Experienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

**Duquesne's Offer:**  
**Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

**Duquesne Warehouse Co.**  
**Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.



PITTSBURGH, PA.

**MURDOCH****STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

**546 NEVILLE STREET**  
**PITTSBURGH, PA.**

Branch Warehouse, Wilksburg, Pa.

**Murdoch Means Service**



## PITTSBURGH, PA.

**J. O'NEIL TRANSFER  
AND STORAGE**

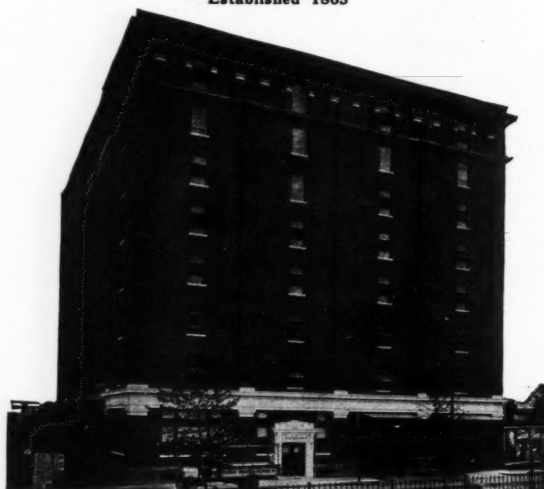
N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty  
General HaulingNEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

**SHANAHAN****Transfer & Storage Company**

Established 1865

CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## PITTSBURGH, PA.

**WEBER****EXPRESS & STORAGE COMPANY**  
GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

## READING, PA.

**Columbian Warehouse Company**Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

## SCRANTON, PA.

Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributors  
R. F. POST ESTATE

## SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

**The Quackenbush Warehouse Co.**

Incorporated

Storing, Packing, Carting.  
Shipping, R.R. Siding, Manufacturers' Distributors.  
Correspondence Solicited  
Members A. W. A. and A. C. W.  
Storage in transit privilege accorded.

## WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING  
COMPANY**

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.  
Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and C. R. R. of  
N. J. sidings.  
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of  
N. J., D. & H. freight stations.  
Manufacturers' Distributors with facilities to handle large  
consignments.

Offices: 150-156 E. Northampton Street

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill &amp; Federal Streets,

Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

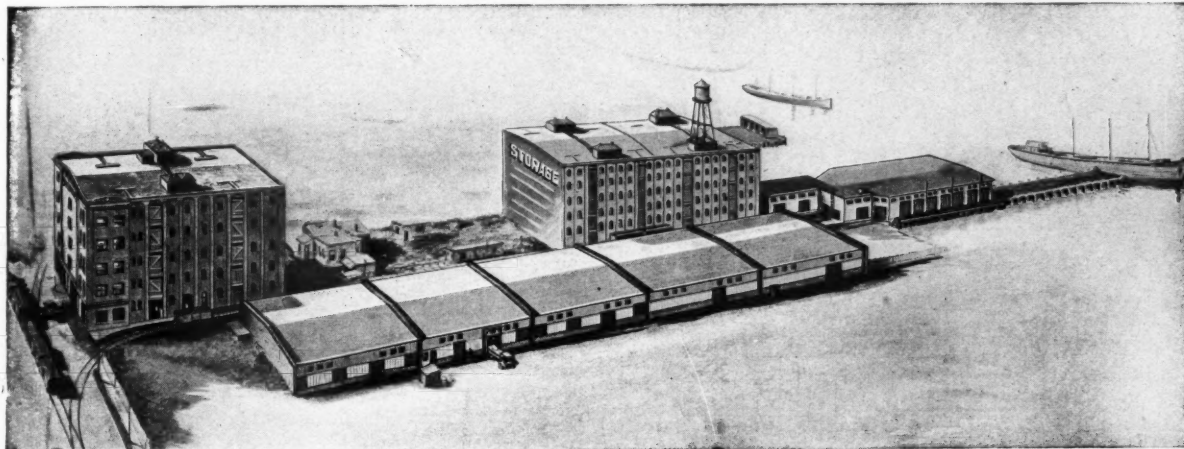
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
 Treasurer & General Mgr.

WM. A. MILLSPAUGH  
 Secretary

H. E. LEAVER  
 Superintendent



## CHARLESTON, S. C.

**CHARLESTON**  
**Warehouse & Forwarding Co.**  
 CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C&W.C. and S.A.L. Rys. and all steamship lines.

## CHATTANOOGA, TENN.

**THE CHATTANOOGA**  
**TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture                      Merchandise  
 Packed   Stored   Shipped  
 Heavy Hauling

Motor and Horse Drawn Equipment

## ABERDEEN, S. D.

**Aberdeen Storage Company**  
 Aberdeen, S. D.  
 Storage and Distributors  
 Pool Cars Solicited

## WATERTOWN, S. D.

**DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution

Private Siding                      Pool cars solicited                      Motor Trucks

## CHATTANOOGA, TENN.

**CHATTANOOGA**  
**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
 GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and  
 W. & A. Railroads Within One Block of All Freight  
 Depots

Consign Your Goods in Our Care

**MEMPHIS, TENN.****AT MEMPHIS, TENNESSEE****The South's Most Centrally Located Distributing Center**

SERVED BY

**TEN RAILROADS****MISSISSIPPI WARRIOR SERVICE**

IS

**THE MEMPHIS TERMINAL CORPORATION****200 ACRES CONCRETE WAREHOUSES—TRACKAGE FACILITIES 500 CARS****FOR****STORAGE****REHANDLING****SHIPPING****ALL CLASSES OF MERCHANDISE****UNEXCELLED SERVICE****LOWEST RATES****POOL CAR SPECIALISTS—WE SERVE TO SATISFY***Negotiable Warehouse Receipts Issued***MEMPHIS TERMINAL CORPORATION****Gen'l Offices, 15th Floor, Central Bank Bldg., MEMPHIS, TENN.***Member American Warehousemen's Association**For 16 Years the World's Largest Cotton Warehouse Operators.***KNOXVILLE, TENN.****C. C. SULLINS, Sales Agent****Warehousing, Distributing and Selling****POOL CARS A SPECIALTY****KNOXVILLE, TENNESSEE***Branch at 514 Scott Street, Bristol, Tenn.***NASHVILLE, TENN.****E. M. BOND****FIREPROOF STORAGE CO.****HOUSEHOLD GOODS AND MERCHANDISE****Modern Fireproof Building****Private Siding With All Rail Connections.****BEAUMONT, TEXAS****The Heisig Storage  
Company  
BONDED****BEAUMONT, TEXAS****Brick building well ventilated and equipped with  
Automatic Fire Sprinklers. STORAGE, FOR-  
WARDING and DISTRIBUTING.****THE PURCHASING POWER**

of the field covered by

**DISTRIBUTION**

and

**WAREHOUSING**is that of an industry with a  
total investment of more than**\$1,000,000,000.00**



## DALLAS, TEXAS

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

**"We Help Ourselves by Helping Others"**

## DALLAS, TEXAS

## CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

## The Inter-State Forwarding Co.

Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.

on T. & P. R. R. Capacity Unloading 12 Cars Per Day.

Maintains an organization for service in all branches of Warehousing and Distribution

W. I. FORD and R. E. EAGON

Associate Managers

## DALHART, TEXAS

### A Good Distributing Point

because it is centrally located between Denver, Kansas City, Dallas and El Paso. Every accommodation warehouses can offer. We specialize on parcels post shipments, to 700 postoffices reaching half a million buyers within the second zone.

Ask us for particulars.

Tri-State Distributing Co., Dalhart, Tex.

## EL PASO, TEXAS

## R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.  
ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

### STORAGE and DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

Two Blocks East of Post Office

Campbell and Mills Sts. El Paso, Texas

Members of the National Furniture Warehousemen's Association

## EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving  
Storage  
and  
Distribution  
of  
Merchandise

Packing  
Crating  
Shipping  
of  
Household  
Goods

Make Our Warehouse Your Branch House

#### BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

### INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

The Men Who Distribute


## Ginter Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

## FORT WORTH, TEXAS

**In Fort Worth It's BINYON-O'KEEFE**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

three mammoth warehouses  
250,000 sq ft storage space

## GALVESTON, TEXAS

## AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing  
Pool Car Distribution

The KEY to the  
GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.  
Tel. Henry 3385

## GALVESTON, TEXAS

## The WILEY &amp; NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF  
WAREHOUSES

Pool Car Distributors

Forwarders

## HOUSTON, TEXAS



Right in the Center of Houston

Ideal for the DISTRIBUTION of MERCHANDISE

"It's Fireproof"

**A. B. C. Storage & Moving Company, Inc.**  
Houston, Texas  
Edw. T. Keough, Gen. Mgr.

## HOUSTON, TEXAS

## UNION

## TRANSFER &amp; STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.

Pool Cars Distributed

MERCHANDISE STORAGE

FIREPROOF WAREHOUSE

SERVICE THAT COUNTS

## HOUSTON, TEXAS

IN  
HOUSTON

## WESTHEIMER'S

FOR MERCANTILE STORAGE  
DISTRIBUTION

FIREPROOF WAREHOUSES  
RAIL FACILITIES—20 CARS  
ELECTRIC CRANE  
YARD STORAGE

Investment—\$300,000.00

## References

Dun or Bradstreet Agency  
All Local Banks  
And Best of All  
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY  
HOUSTON, TEXAS

## SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS

## Muegge-Jenull Warehouse Co.

Distributors Pool Cars for Texas and Mexico

Storage and Forwarding

Bonded Fireproof, Reliable, Dependable Service

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

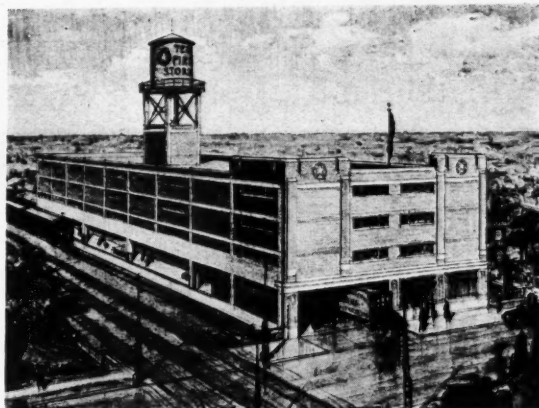
Members four leading associations.

### GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all  
points in San Antonio territory.*

**SCOBEY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## WACO, TEXAS



## DISTRIBUTE FROM WACO TRADE CENTER OF TEXAS

### Texas Fireproof Storage Company

50,000 square feet of storage space. Only fire-proof storage warehouse in the city.

Trackage on Cotton Belt, Santa Fe, I. & G. N.  
Ten-car capacity private siding. Lowest insurance rate in territory.

Operates **TEXAS TRANSFER COMPANY**

Members: Central Warehousemen's Club, Texas Assn.

## TEXARKANA, TEXAS

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF

POOL CARS  
TRUCKING

STORAGE  
MOVING

## The Men Who Distribute Aunt Jemima Pancake Flour

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## WACO, TEXAS

The Heart of Texas

## Weatherred Transfer and Storage Co., Inc.

One Block on Mary at 13th St.

### FIREPROOF STORAGE

Private sidings with ten car capacity, trackage on I. & G. N., G. C. & S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C.,  
Tex. W. & T. Assn.

Equipped to give the very best service on Storing and Distributing Merchandise.

## SALT LAKE CITY, UTAH

## Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space

Insurance Rate Only 18 Cents

**Jennings-Cornwall Warehouse Co.**

## NORFOLK, VA.

## We Store—Forward—Reconsign

Modern Fireproof Storage Facilities

**Jones & Company, Inc.**

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.  
NORFOLK, VA.

The Men Who Distribute

## Log Cabin Maple Syrup

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



PETERSBURG, VA.  
HOPEWELL, VA.

## SOUTHERN

BONDED WAREHOUSE

Distributors—Fireproof Storage

RICHMOND, VA.

### Virginia Bonded Warehouse Corporation

1707 East Cary St.

Distribution and Forwarding of General Merchandise  
Only

Largest Warehouses in South. Southern R.R. Siding.  
Members: American Warehousemen's Association

SEATTLE, WASH.

## TAYLOR EDWARDS

Transfer and Storage Co.

Members:  
American Warehousemen's Asso. Central Warehousemen's Club

### Merchandise Distributors

**DISTRIBUTION CARS**  
Delivered, Forwarded or  
Stored.  
No Switching cg. on  
Carloads.

**POOL CARS**  
Furniture Packed, Shipped  
or Stored.  
Established 1905

**FIREPROOF STORAGE**

**LOW INSURANCE**

SEATTLE

WASHINGTON

SEATTLE, WASH.

## B E K I N S

FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

**SEATTLE, WASH.**  
Madison at Twelfth

**PORTLAND, ORE.**  
Sixteenth and Sandy Blvd.

SEATTLE, WASH.

## UNITED WAREHOUSE CO.

SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

SEATTLE, WASH.

## EYRES STORAGE and DISTRIBUTING CO.



Established 1889  
Incorporated 1904  
Free & Bonded  
**Warehouses**  
Seattle, Wash.



GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO

TACOMA, WASH.



### WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

## PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE  
Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS  
BROADWAY AND 17th STREET

## YAKIMA, WASH.

**MILLER TRANSFER &  
STORAGE CO.**

Successors to MILLER &amp; LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER—STORAGE  
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of HaulingSHIP IN OUR CARE  
and let us be "At your  
service with best of serv-  
ice"Office: 10 East A Street Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

## MADISON, WIS.

**HEICK  
TRANSFER & STORAGE CO.**

Madison, Wis.

Private siding; adequate space; best protection;  
city and suburban deliveries; geographical loca-  
tion ideal for distribution.Complete service in all departments. As your  
agents we handle every detail to finality with  
maximum efficiency. Our large investment is  
your guarantee of integrity and reliability.

Pool Car Distributors

**HEICK**  
**Transfer & Storage Company**  
Madison, Wisconsin

## CHARLESTON, WEST VA.

**Mathews Storage Warehouses**Merchandise Distribution—General Storage  
Brick and Concrete Warehouses—Railway SidingMembers: American Warehousemen's Ass'n  
Nat'l Furniture Warehousemen's Ass'n  
MOTOR TRUCK & TEAM SERVICE

## KENOSHA, WIS.

**DAVID NELSON**

KENOSHA WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET KENOSHA, WIS.

The Men Who Distribute

**Durkee's Salad Dressing**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

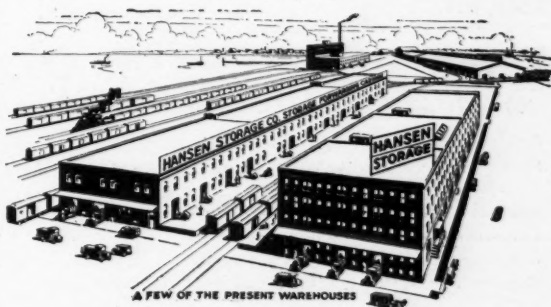
The Men Who Distribute

**Two-in-One Shoe Polish**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY**

Capital \$1,000,000.00

**MILWAUKEE, WISCONSIN**WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE12 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## MILWAUKEE, WIS.

**LINCOLN  
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

 Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mase. and Household  
Goods. We remit upon receipt of bill of lading.

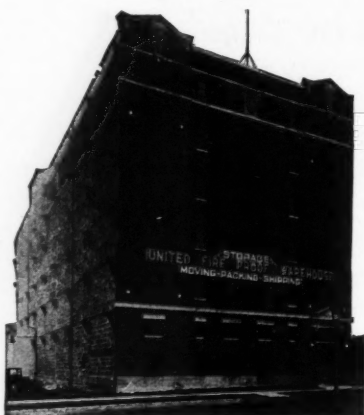
## MILWAUKEE, WIS.

**For the Greatest Satisfaction**

 To both yourselves and your customers  
consign your Milwaukee shipments to

**United Fire Proof  
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.


 Good service  
built this  
new fire proof  
warehouse.

 The newest  
and best in  
Milwaukee.

## OSHKOSH, WIS.

**OSHKOSH STORAGE CO.**

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

 Free switching privileges on all railroads entering Osh-  
kosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

**We are at your service.**
**REFERENCES:**

 The Old Commercial National Bank, Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## EDMONTON, ALTA., CAN.

**Western Transfer & Storage, Ltd.**

 Cartage agents for  
Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central  
Canada Ry., A. & G. W. Ry.

Cartage                      Distribution                      Storage

**EDMONTON, ALTA., CANADA**

Members of the Canadian Warehousemen's Association.

## HAMILTON, CAN.

**CENTRAL DISTRIBUTING  
POINT.**
**HAMILTON  
THE GATEWAY TO CANADA**

Store and Distribute through

**The Glasgow Storage & Cartage Co.**

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

## HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

**Hamilton Terminal Warehouses Ltd**

Hamilton, Ontario, where Freight Rates Break

Private Siding. All Railroad Connections

## TORONTO, CANADA

**SPRINKLER  
PROTECTED**
**INSURANCE  
RATE 45c.**

 GENERAL MERCHANDISE DISTRIBUTORS  
AND WAREHOUSEMEN

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

## WINNIPEG, CAN.

**INSURANCE 30 CENTS**


230 PRINCESS ST. WINNIPEG

## HONOLULU, HAWAII

When Shipping Goods to

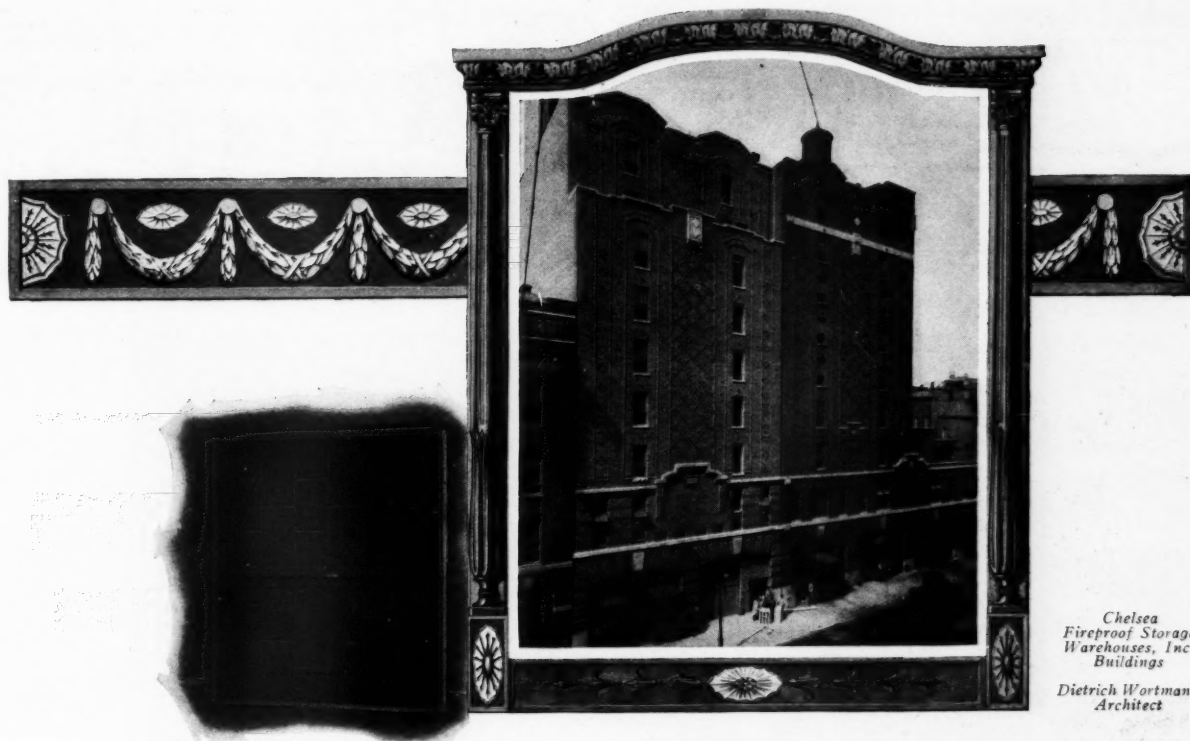
**HONOLULU**

 consign to us and the same will be given our best  
attention. Modern Concrete Warehouses. Col-  
lections promptly remitted. Correspondence  
solicited.

**CITY TRANSFER COMPANY**

 Cable Address:  
LOVERINO, HONOLULU





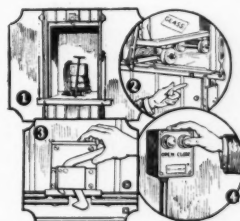
Chelsea  
Fireproof Storage  
Warehouses, Inc.  
Buildings  
Dietrich Wortmann  
Architect

## Elevator Doors of the Highest Standard

**I**N keeping with the high standard of the Chelsea Fireproof Storage Warehouses, Inc., PEELE Doors were specified for the freight elevator enclosures. It was believed that PEELE Doors would meet the most exacting demands in utility and service.

It was believed that the construction of PEELE Doors would permit of long, uninterrupted service. It was understood that the truckable feature would save breakage in trucking, that the counter-balanced, vertical operation would increase speed and efficiency by allowing full clearance for loading and unloading. PEELE Doors were known to be fireproof and accident-proof.

Send for a copy of the PEELE catalog or for a PEELE representative. Know why you should have PEELE Freight Elevator Doors in your building! Both services are yours for the asking.



1. Vertical operation allows full clearance.
2. Exclusive truckable features insures smooth trucking.
3. Easily operated by hand.
4. Operated electrically by pressing button.

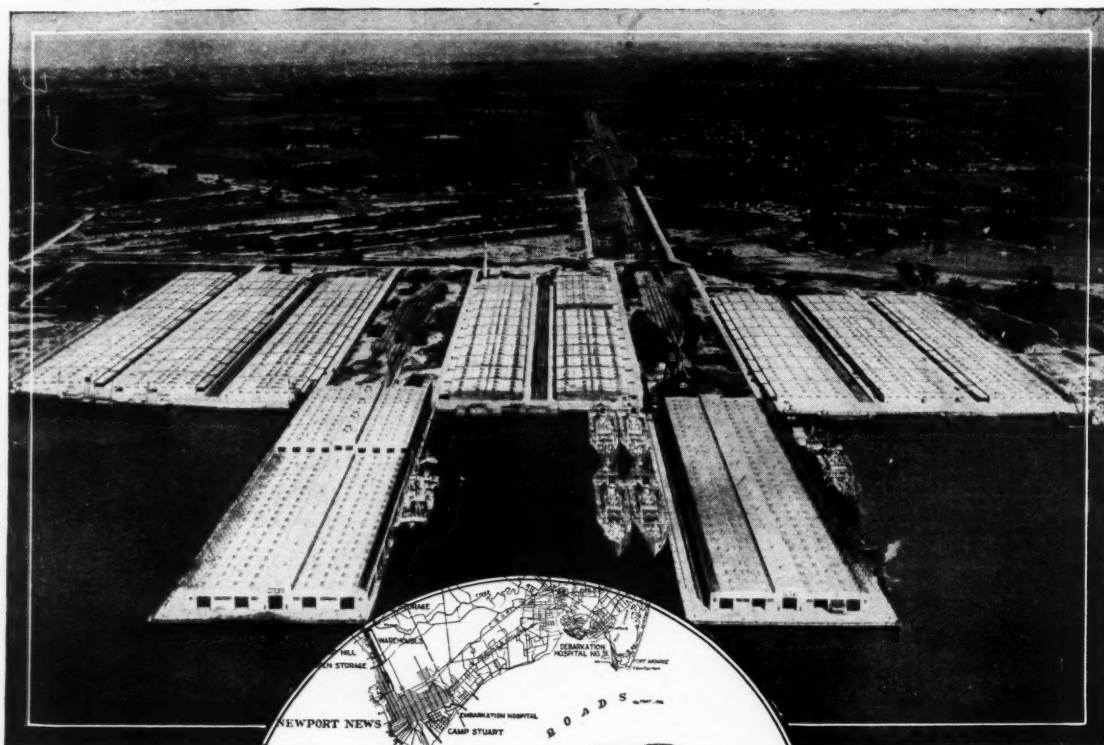
# PEELLE Freight Elevator DOORS

**Counterbalanced-Truckable**

THE PEELE COMPANY . . . Brooklyn, N. Y.  
Boston . Cleveland . Philadelphia . and 12 other cities



# Another Army.



## WAR DEP

# Base for Sale

## Norfolk Army Supply Base for Sale by Sealed Bid May 22nd.

**T**HE titanic army base on Hampton Roads needs no introduction. By location, and the marvelous development which the requirements of war brought about over night, it is an unsurpassed plant for conversion to the use of a large industrial or commercial enterprise.

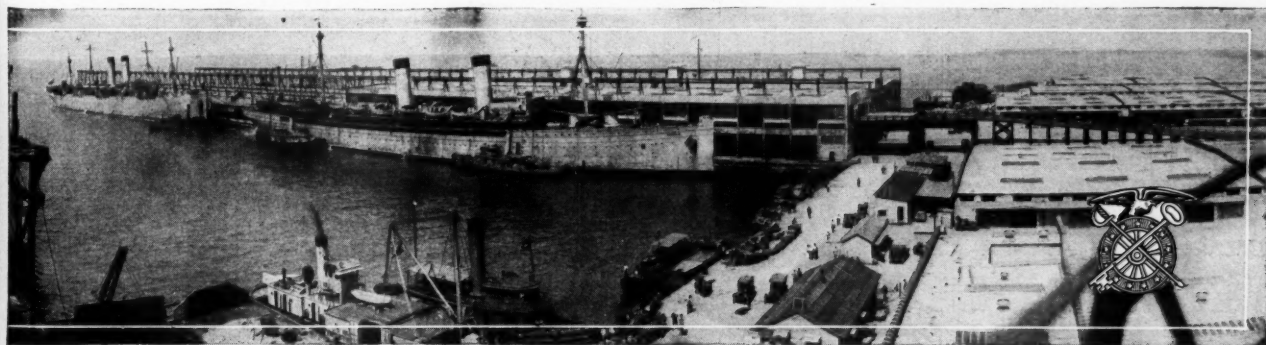
The War Department will offer this base for sale by sealed bid. All bids must be in before 11 o'clock, Standard Time, May 22nd, at which time proposals will be publicly opened in Room 2024, Munitions Bldg., Washington, D. C. The Government reserves the right to reject any or all bids.

For proposal blanks and specifications write to Quartermaster General, Munitions Bldg., Washington, D. C., or Commanding Officer, Army Base, Norfolk, Va.

The Base is on the east shore of Hampton Roads, six miles north of the centre of Norfolk, at a point where the 40-foot dredged channel is 425 ft. wide. It is now in active use and is offered

as a going concern, with its concrete piers and quay, railroad yards, eight permanent warehouses, and a number of additional buildings. Complete power and lighting, water and sewerage systems are included. Here are the high spots:

78.06 Acres of land east of Maryland Avenue (Railroad right of way); 561.57 Acres of land west of Maryland Avenue (Base proper); 2 Piers; 8 Permanent Warehouses; 3 Semi-permanent Warehouses; 2 Portable Warehouses; 1 Sand Trestle; 1 Coal Trestle; 50 Miles of Laid Track with car capacity of 3,500 cars; 1 Magazine; 1 Locomotive Repair Shop; 1 Coal Pocket and Trestle; 1 Cinder Pit; 1 Septic Tank; 69 Miscellaneous Buildings; 1 Unloading Platform; 1 Steel Water Tank; 2 Wood Water Tanks; 1 Oil Tank; 1 Main Heating Plant; 1 Individual Heating Plant; 1 Fire Station; 1 Pump Station; 2 Concrete Reservoirs; 1 Electric Sub-station; 7 Garages; 1 Track Scales; 1 Dynamite Storage Enclosure.



# ARTMENT



# Another Army



*A unique  
and railroad*

*Send your Engineers*

Remember the date—  
May 22nd

Bids to be opened  
11 a. m. standard time  
at Washington, D. C.

WAR DEPT

# Base for Sale



## layout of piers, warehouses yards on a matchless roadstead

The buyers of the Norfolk Army Base will acquire, first of all, an enviable location at a strategic point midway of the Atlantic seaboard.

But beyond that they will become the owners of a giant up-to-date commercial plant where all the work of preliminary improvement has already been done by the United States Government. This plant includes two piers 1328 ft. long, permanent warehouses with two million sq. ft. of floor space, and 50 miles of railroad track.

The piers are of reinforced concrete and timber on wooden piles, approached by a reinforced concrete quay 1875 ft. in length and 82 ft. in average width. The ship channel is 35

ft. deep, while 20 ft. barge channels border the quay walls. On each pier is a shed of structural steel 1280 ft. long, with reinforced concrete walls and three-ply felt roofing. There are five tracks on Pier 1, three on Pier 2, and a six-inch fuel oil line on Pier 1. Floor load 500 to 800 lbs. per sq. ft.

There are three warehouses 160' x 1400' and five 160' x 1680'. Warehouse No. 4 is brick, with a second story 560 ft. long for offices. The others have 2" wire-reinforced concrete exterior walls. All have reinforced concrete floors, roofs of three-ply asphalt-saturated felt, and are divided by brick fire walls into 140' bays. On the roadway side of each is a 20 ft. covered platform, on the track side a 20 ft. platform with 6 ft. canopy.

\* Connected with a lead from the Virginian R. R. are six receiving tracks, 4000 ft. long; four outbound tracks, 3700 ft. long; a twin classification yard with 24 tracks 1200 ft. long. There are holding yards for the piers, and an open storage yard served by six pairs of tracks and seven concrete roads. Facilities include a five-stall engine house, 100-ton coal chute, 80-ft. cinder pit and 50,000 gal. water tank. Capacity with switches and running tracks open, 3496 cars.

to Norfolk right away!

### Instructions to Bidders

Don't delay.

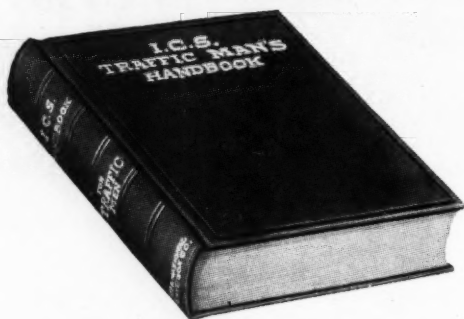
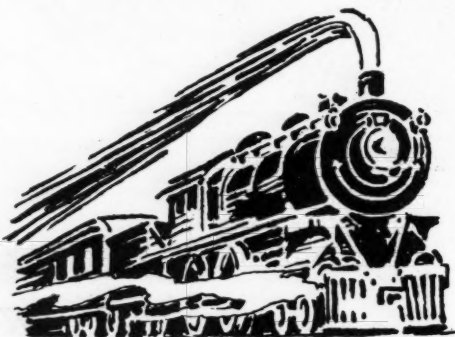
Further details of the property to be sold may be obtained by mail, with specifications and proposal forms, from the Quartermaster General, Munitions Bldg., Washington, D. C., or Commanding Officer, Army Base, Norfolk, Va.

The Government reserves the right to reject any or all bids.



# ARTMENT

# TRAFFIC MEN!



## An Invaluable Book For You!

Price Only

**\$1**

385 pages

3 3/4" x 5 1/2"

Written and com-

plied by

**ASA COLTON**

Lecturer on Trade and  
Transportation  
New York University



THIS I. C. S. TRAFFIC MAN'S HANDBOOK is one of the most complete books of its kind ever published—written and compiled by a man of national reputation—an invaluable source of reference for industrial, railroad and steamship traffic men—a book that will save hours of your time and add immensely to your efficiency. 385 pages. Price only one dollar. Here is a *partial* list of contents:—

Freight classification, traffic abbreviations, definitions of traffic terms, freight claims, traffic territories, demurrage and storage, freight rate construction, tracing lost and delayed freight, freight tariffs, publishing and filing of tariffs, routing of freight, weighing and reweighing, peddler cars, refrigerator and precooling, re-shipment and diversion, service and facilities for grain, transit privileges, industrial traffic department, procedure before Interstate Commerce Commission, export and import traffic.

Just fill out the coupon below—slip it into an envelope with a dollar bill and mail. This 385-page I. C. S. Traffic Man's Handbook will come speeding to you by return mail. Money back if not satisfied.

TEAR OUT HERE

INTERNATIONAL CORRESPONDENCE SCHOOLS  
Box 6398, Scranton, Penna.

I enclose One Dollar. Please send me—postpaid—the 385-page I. C. S. Traffic Man's Handbook. It is understood that if I am not entirely satisfied I may return this book within five days and you will refund my money.

Name.....

Address.....



## CONNERSVILLE Advertising Service

To all users of Connersville Rug Cleaning Equipment our advertising service is available at printing cost.

Artistic four color blotters and post cards, eight page four color folders, a variety of gummed posterettes, lantern slides, bundle inserts and newspaper cuts, have all been designed to help adequately advertise your carpet cleaning business.

## Service Plus

Connersville scrubbing machines and vacuum cleaners are built to give years of service without repairs. They insure the best rug cleaning service—Quality work quickly done.

Each Connersville purchaser receives "service plus" for every dollar he invests.

Manufactured by  
**LANDERS, FRADY & CLARK**  
United Vacuum Appliance Div  
Connersville, Indiana





## Every Day a Moving Day for Someone

Tell us what you have to move and we'll show you how to move it. Whether hay or hats, general transfer or interurban express, there is a GARFORD to meet the exact needs of your business, whether engaged in trucking for profit or to carry your own goods. GARFORD does not expect you to

fit your business to a truck. The skill and wide experience of GARFORD engineers are used to combine body, chassis and equipment into a balanced transportation unit to fit your individual business needs. Put your problems before GARFORD engineers and take advantage of their service. Consult us.

**The Garford Motor Truck Company, Lima, Ohio**

Manufacturers of Motor Trucks 1 to 7½ Tons

# GARFORD

## DEPENDABLE TRANSPORTATION

**U.S.**

**HORSE BRUSHES**

**SPURS**

**CURRY COMBS**

**BURLAP BAGS**

**BAKING PANS**

**HORSE COVERS**

**SADDLE BAGS**

**THINGS YOU WILL**

## At the War Department Auctions

**At Chicago, Illinois, on May 17th.**  
**At Brooklyn, New York, on May 24th.**

A warehouse full of harness is in each of these sales. Some is artillery limber and caisson equipment, some is ambulance harness, some is cavalry and pack harness. Besides complete sets there are separate harness parts, both leather and hardware, in an array to meet the needs of anyone who uses horses or mules.

This harness was not manufactured, of course, for industrial use, but the combined quantity and quality which it represents make it worth much more than a passing thought. A little investigation of the possibilities of adapting it to your needs, and you may find the way opened to unexpected savings on your purchases.

Rigging and cargo covers, tool chests, and steel cots are typical of the other supplies which can be picked up profitably by visiting either the Chicago or the Brooklyn sale. Among the special equipment offered are also a battery of eighteen industrial trucks, Hunt electrics and Elwell Parkers.

For catalogs and terms of sale write to the following addresses: For the Chicago auction—Quartermaster Supply Officer, General Intermediate Depot, 1819 W. Pershing Rd., Chicago, Ill.; for the Brooklyn auction—Quartermaster Supply Officer, 1st Ave. and 59th St., Brooklyn, N. Y.

# WAR DEPT



**WANT TO BUY.**

BURLAP BAGS

FEED  
BAGS

SADDLES

HARNESS

SMALL ARTICLES  
POUCHES

Chicago, May 17th—

13,630 Sets Harness, various; 2,097 Saddles; 23,494 Bridles; 6,055 Surcingles; 2,877 Buckets, watering, canvas; 14,670 Bags, feed, grain, supply; 21,104 Chains, trace; 13,949 Bodies, picket pin; 29,267 pcs. Leather, strap, russet; 12,389 Bags, surplus, ration, etc.; 1,661 Covers, rigging, 22 ft.; 3,849 Covers, trace, wagon, cargo; 9,011 Brushes, horse; 439 Chests, tool; 753 Mackinaws and Overcoats; 46,124 Cans, condiment and meat; 1,824 Poles, tent, pyramidal and shelter; 790 Cots, steel; 1,552 Bars, mosquito, net; 6,384 Jerkins, leather; 10,802 Overalls, oilskin, khaki, and denim; 2,671 Blankets and comforters; Millions of harness parts; Thousands of small tools.

Brooklyn, May 24th—

109 Stoves, heating; 2 Boilers, horizontal tubular, 150 H.P.; 519,048 Bags, burlap; 241,010 yds. Duck, 22" to 72"; 2,580 Blankets, commercial, used; 100,946 Cans, condiment; 502 sets Harness, limber and caisson; 7,500 Reins, curb; 10,195 pcs. Hames and Traces, ambulance; 22,000 Straps, stirrup; 110 Bodies, aparejo; 42,900 Covers, horse, lined; 10,889 Saddlebags; 7,569 Saddles, McClellan; 14,969 lbs. Shafting, steel; 4 Trucks, Elwell-Parker, used; 4 Trucks, Hunt electric, used; 10,000 Pans, bake, march kit (useful as trays); 587,000 Pouches for small articles; Bridles, artillery and combat harness, and miscellaneous harness parts, both new and reclaimed.

The Government reserves the right to reject any or all bids.



# ARTMENT



The  
**Warehouse Equipment  
Number**

of  
**DISTRIBUTION & WAREHOUSING**

**The Business Paper of the Warehouse Industry  
Will Be Published**

**July 1st, 1923**

It will treat exhaustively on the fundamental advantages of time and labor saving equipment, and scientific plant-layout—of efficiency in warehouse operation and management.

It will tell how progressive warehousemen are using labor-saving equipment with profit to themselves and better service for their clients. It will deal with all forms of equipment which merchandise or household goods warehousemen employ, including a discussion of the economical use of motor trucks in the warehouse field.

It will offer to manufacturers of any and all forms of warehouse equipment or products or materials used by warehousemen, freight forwarders and terminal companies an exceptionally favorable opportunity to reach their buyers with a direct, special and psychologically well timed appeal.

That **DISTRIBUTION & WAREHOUSING** covers the warehouse field with a thoroughness that is most uncommon is evidenced by the fact that of the combined membership of the American Warehousemen's Association, the National Furniture Warehousemen's Association and the Central Warehousemen's Club 80 per cent are subscribers and regular readers and the subscription list includes also hundreds who are not association members.

The field covered by **DISTRIBUTION & WAREHOUSING** has the purchasing power of an industry with a capital investment of more than a billion dollars.

*For advertising rates and space reservations write to*

**Distribution & Warehousing**

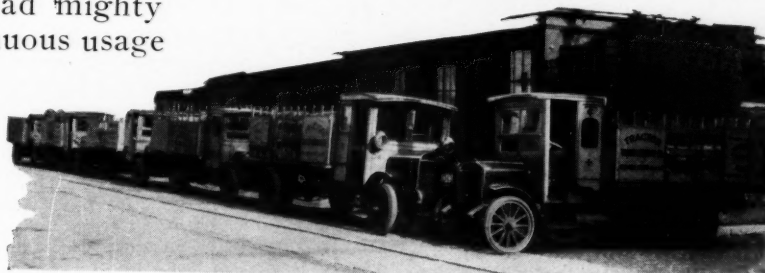
239 West 39th St.  
New York City

Mallors Building  
Chicago

317 Fort St., W.  
Detroit

# General Motors Trucks

"My GMC hasn't cost five dollars for repairs since I bought it," writes June Kathrens, president of the Kathrens Transfer & Baggage Company, Kansas City, Mo. "It has had mighty hard treatment and continuous usage for two and a half years. Real satisfaction, real service, and real economy of operation have kept me sold on GMC ever since."



This G. M. C. Truck is giving splendid service to the Kathrens Transfer Co., Kansas City, Mo.

GMC chassis list at the factory as follows: 1-ton, \$1295; 2-ton, \$2375; 3½-ton, \$3600; 5-ton, \$3950; tax to be added.

## GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICHIGAN

Dealers and service in most communities.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF DISTRIBUTION & WAREHOUSING, published monthly at New York, N. Y., for April 1, 1923.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared E. M. Corey, who having been duly sworn according to law, deposes and says that he is the Treasurer of the Class Journal Company, Publishers of DISTRIBUTION & WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: The Class Journal Company, 239 West 39th Street, New York; Editor, Kent B. Stiles, 239 West 39th Street, New York; Managing Editor, David Beecroft, Hartsdale, N. Y.; Business Managers, Julian Chase, Tarrytown, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

United Publishers Corporation, 239 West 39th Street, New York; Stockholders of United Publishers Corporation: John C. Curtis, London, England; Fritz J. Frank, Pleasantville, N. Y.; George H. Griffiths, Montclair, N. J.; Mabel M. Griffiths, Montclair, N. J.; W. H. Lindsay, 508 West 112th Street, New York; J. H. McGraw, Jr., 10th Avenue and 36th Street, New York; Elizabeth S. Mekeel, Montclair, N. J.; A. C. Pearson, Upper Montclair, N. J.; Lella C. Pearson, Upper Montclair, N. J.; Chas. G. Phillips, Upper Montclair, N. J.; Chas. Swayne Phillips, Upper Montclair, N. J.; Jennie M. Phillips, Upper Montclair, N. J.; W. I. Ralph, 231 West 39th Street, New York; Franklin T. Root, Bronxville, N. Y.; Olive Root, Bronxville, N. Y.; Winifred Root, 2 West 67th Street, New York; Chas. T. Root, 2 West 67th Street, New York; Elizabeth S. Root, 2 West 67th Street, New York; G. E. Sly, 430 West 141st Street, New York; Velma S. Stevens, 325 West End Avenue, New York; M. J. Swetland, Trustee for Grace E. Swetland, Redlands, California; W. H. Taylor, Upper Montclair, N. J.; Everit B. Terhune, Boston, Mass.; Publishers Securities Co., Montclair, N. J.; Stockholders of Publishers Securities Co.: Velma S. Stevens, 325 West End Avenue, New York; M. J. Swetland, Trustee for Grace E. Swetland, Redlands, California; Ruth S. Kane, Montclair, N. J.; Dorothy S. Johnson, New York, N. Y.; Root Securities Corporation, 239 West 39th Street, New York; Stockholders of Root Securities Corporation: F. T. Root, Bronxville, N. Y.; Geo. F. Root, Bronxville, N. Y.; Ralph Root, Brooklyn, N. Y.; Winifred Root, New York, N. Y.; Royal P. Root, New York, N. Y.; Esther S. Root, New York, N. Y.; Waldo Root, New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

E. M. COREY.

Sworn to and subscribed before me this 27th day of March, 1923.

Notary Public, Queens Co., Clerks No. 3115. Certificate filed in New York Co. No. 748. New York County Register's No. 4533. Commission Expires March 30, 1924.

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Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.  
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Atlanta Dallas St. Louis New Orleans Minneapolis

Supply each of your drivers with a



**Re-Mu STICK**

for touching-up mars and scratches made in delivery. The greatest "kick" satisfier ever made. Works on all finishes. Used by furniture and music dealers and warehouse men all over the country. One of these sticks used by every driver will prevent those "petty kicks" and save you much "grief."

Packed in handy screw-top container, 50c. each, \$2.50 one-half dozen; \$4.50 dozen.

Order a trial lot at once. Satisfaction guaranteed. Also ask for our new catalog and prices on finishing materials.

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542 West Washington Boulevard  
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Prepare for Spring Rains

The

**"OVLIM-BRAND"**

Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

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*sprays*  
*sanitation*

Something New  
Positively Destroys  
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W. H. Protzman, General Manager of the Twentieth Century Storage Warehouse Company, Philadelphia, says: "It gives us pleasure to recommend Kilall to anyone desiring a preparation either as a moth preventative or as a moth destroyer."

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FOUNDED 1778  
Salmon and Westmoreland Sts., Philadelphia, Pa.

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**Eliminate**  
**CLAIMS**

Sealed doors are the best evidence of security—and show the customer your responsibility.

Sealed trunks and valuable boxes are proof against all damage claims.

They are the best advertisers you can show the satisfied customers.

The large warehouses use them.

*The Seal Is Your Protection*

**E. J. BROOKS & CO.**

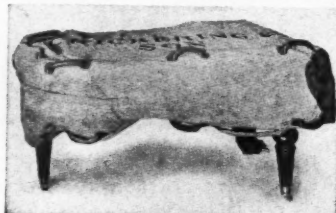
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Manufacturers of All Styles of Seals and Presses

If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With

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"The Only One  
of Its Quality  
on the Market"

Send for catalogue on Piano  
Movers' Supplies. We also  
make Water-  
proof Motor  
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It Can't Scratch If It's Properly Covered

STANDARD SERVICE NOW INCLUDES

Pneumatic Tube Systems

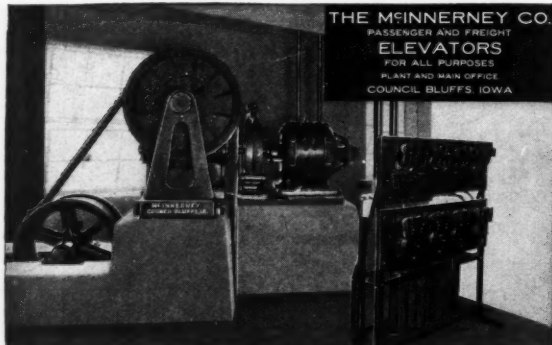
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—in fact complete conveying systems to handle  
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CONVEYOR COMPANY

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THE MCINERNEY CO.  
PASSENGER AND FREIGHT  
ELEVATORS  
FOR ALL PURPOSES  
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COUNCIL BLUFFS IOWA

—the motor driven chain hoist with a  
thousand uses around  
the warehouse



And a thousand more outside it.  
Wherever it's needed, hook it up, plug it in—and start work.  
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Where electric current is not available, MOTORBLOC can be quickly converted into an ordinary chain hoist.  
Saves money and men. Speeds up work. Get the details.

Motorbloc Corporation,  
Summerdale,  
Philadelphia, Pa.



# The Exchange

A Department of Trade  
and Employment Opportunities

**If you don't find what you want here, your advertisement here will find it for you.**

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

ESTABLISHED Moving and Trucking Storage Warehouse desires to sell its moving and trucking business to a responsible party. Wonderful opportunity for the right man. Box 177, DISTRIBUTION & WAREHOUSING.

EXPERIENCED office and warehouse executive familiar with both general and cold storage, open for immediate connection. References upon request. Box 185, Distribution & Warehousing.

WANTED—Manager by new organization erecting only merchandise and furniture warehouse in southeastern city of 130,000 population. Fireproof six-story building with 130,000 sq. ft. area is free from mortgage. Company amply financed. Man sought must be entirely capable of assuming entire charge of organizing and building business. Exceptional opportunity for the exceptional man. All communications treated in full confidence. Box 183, care of Distribution & Warehousing.

FOR SALE—Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

**Your  
New  
Ware-  
house**

**Economical Design  
Efficient Planning**

**Mill, Reinforced Concrete and  
Steel Buildings  
Warehouses and Factories**

**J. A. FOUILHOUX**

Am. Soc. C. E. Member Am. Soc. H. & V. E.

**Architect & Consulting Engineer**

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**EXCELSIOR PADS  
WOOD WOOL PADS  
EXCELSIOR  
WOOD WOOL**

**H. W. SELLE & CO.**

*Manufacturers*

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ATLANTIC EXCELSIOR CO.

507-527 W. 30th St.  
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AMERICAN FOREST PRODUCTS CO.

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Philadelphia, Pa.



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**Is All You Sell**

Make it perfect. Use Service Steel Rug Racks. Preserve pile of rugs, make each accessible. Conserve space. Promote cleanliness and resist fire and vermin. Adjustable shelves. Can be set up by your own men. Add units as business grows. Send sketch of rug room. Our engineer will send layout and moderate estimate. Ask today.

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**140 N. Dearborn Street**

**Chicago, Ill.**



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**HERE YOU HAVE IT  
The 1922 Model  
Bradley Stencil Machine**

Graduated Table, Handle Adjustable to Two Positions, Rapid Stroke and Other New Features. Model J. cuts ¾" Letters. Model K cuts ½" Letters.

Our GIANT MACHINES Cut 1¼" and 1½" Letters for Export Shipments.

Mark Your Shipments Right.  
**BUY A BRADLEY**

Bradley Oil Board and Stencil Papers.  
Bradley's Two-In-One Stencil and Marking Ink.  
The Bradley Ball Stencil and Marking Pot.

Write for Samples and Prices.

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**101 BECKMAN ST.,**

**NEW YORK**



**Y**OUR warehouse, either Household Goods or Merchandise, planned for you with maximum utility and minimum cost.

Our experience in the design and construction of warehouses and factories enables us to point out savings to you in your new building.

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Architects and Engineers

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**T**HE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomfiting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

**The King Shipping Case Corporation**  
276 West Water Street Syracuse, N. Y.

## King Shipping Case

## VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

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### Use White Tar Paper and White Tar Naphthalene

In protecting the wares stored with you.

WE MANUFACTURE

## WHITE TAR

(Paper (Pine, Tar and Cedar)  
Moth Bags (varied sizes)  
Moth Balls, Crystals, Powder and Blocks  
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

### The White Tar Company

56 VESEY ST., NEW YORK CITY



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**PERMANENTLY** Fills holes, dents and scratches. Positively will not check or shrink. Fills deep and severe scratches. Damaged places appear like new after sandpapered and AMBER GLAZE is applied.

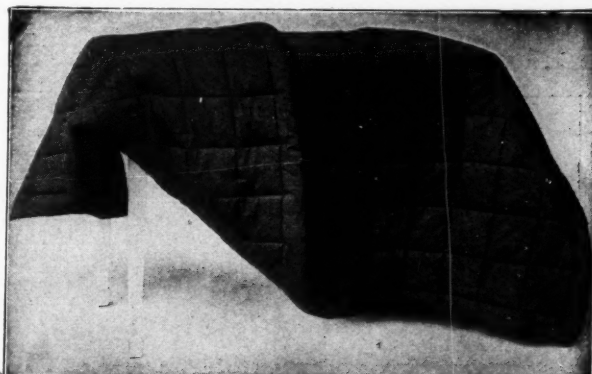
You will have less loss on damaged goods if you use CAMPBELL'S refinishing outfit.

**FREE BOOK** Send us your name on your firm stationery or give us firm name and we will send you a valuable book. Tells how you can save money on your damaged goods and refinishing work.

**The M. L. CAMPBELL CO.**

24th and Pennsylvania

Kansas City, Mo.



# PREPARE for another BIG MOVING SEASON

"Protecto" Wagon Pads are made of Extra Heavy drill denim, cotton filled. Note the pad is stitched in Square Blocks: this prevents the cotton from bunching.

Don't leave the BUYING of PADS go to the last minute. Buy early and be ready for the BIG RUSH.

SPECIAL offer on our well-known "PROTECTO" PADS.

No. 12 cut size of cloth 72 x 80	\$35.00 doz.
No. 14 cut size of cloth 54 x 72	28.00 doz.
No. 16 cut size of cloth 36 x 72	21.00 doz.
Phonograph Covers	5.25 each

Prices subject to change without notice.

Write or Wire Your Order Today

**CHICAGO QUILT MFG. CO.**

1357 Roosevelt Rd.

Chicago, Ill.



## WAREHOUSE EQUIPMENT

### WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

Write Us Your Requirements  
So We May Quote You Prices

#### The Cleveland-Akron Bag Company.

IMPORTERS OF BURLAP	PAPER, COTTON AND JUTE BAGS OF ALL KINDS	MAKERS OF PAPER
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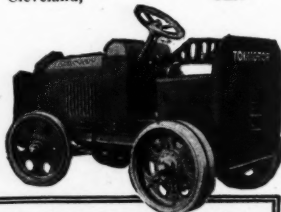
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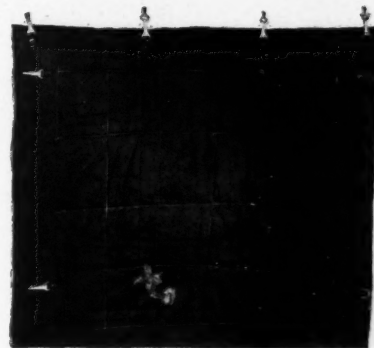
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# Movers' Equipment

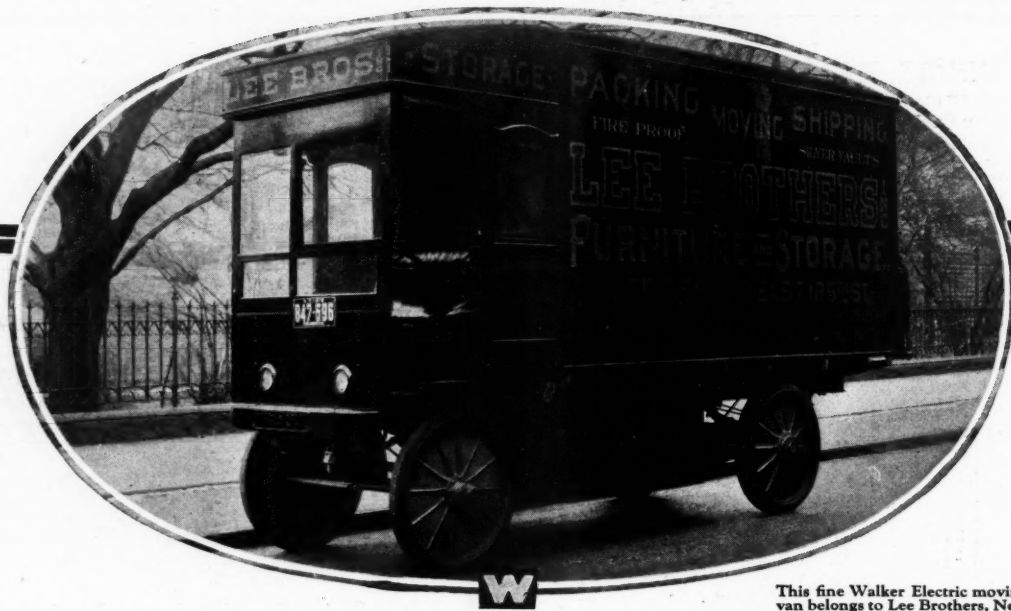
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**T**WO nationally prominent leaders in their respective industries are using close to 700 Walker Electric Trucks because Walkers have proved themselves **MOST** economical for delivery on city routes after years of intensive usage.

And this is what they say:

"We are firmly convinced that, in its particular field, the electric is the most economical, reliable and efficient vehicle in operation today."

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*Before you buy more trucks—investigate the Walker Electric.  
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# WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES



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These wheels have been 12 years in the heavy, hard service common to lumber trucks, and are still remarkably resilient.

This is not a unique, nor an unusual experience. Scores of Sewell Wheel users in every business inform us that they have been using the same set of Sewell Wheels for eight, nine and ten years, and many eleven and

twelve years, and that the wheels are still giving good service.

Sewell Cushion Wheels stand up because they are strongly and staunchly built. They have the "stuff" in them. They are built to last for years—and that they actually do is proven by thousands of users.

This is simply another way of saying that the first cost of Sewell Wheels is the final cost. The notable saving which they make in truck repair (some say it is as much as one-half) and the years they add to truck life, are clear profit after the initial investment.

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Detroit Storage Company,

*Detroit, Mich.*

Hartman Furn. & Carpet Co.,

*Chicago, Ill.*

Haywood Bros. & Wakefield,

*New York City, N. Y.*

Owen & Company

*Detroit, Mich.*

J. B. Van Sciver Company,

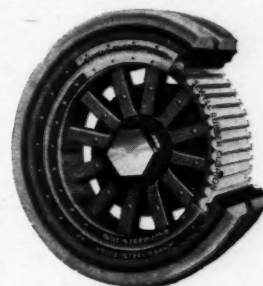
*Camden, N. J.*

Large truck operators have investments for as high as \$50,000, \$70,000, and \$90,000 in Sewell Cushion Wheels. These firms are buying the only thing that Sewell really sells—economy in truck operation.

Get the facts. Write for literature and the actual savings realized by the use of Sewell Cushion Wheels in your business.

**SPECIFY  
SEWELL  
CUSHION  
WHEELS**

**On Your New Trucks**



**The Resiliency  
is built in the wheel**

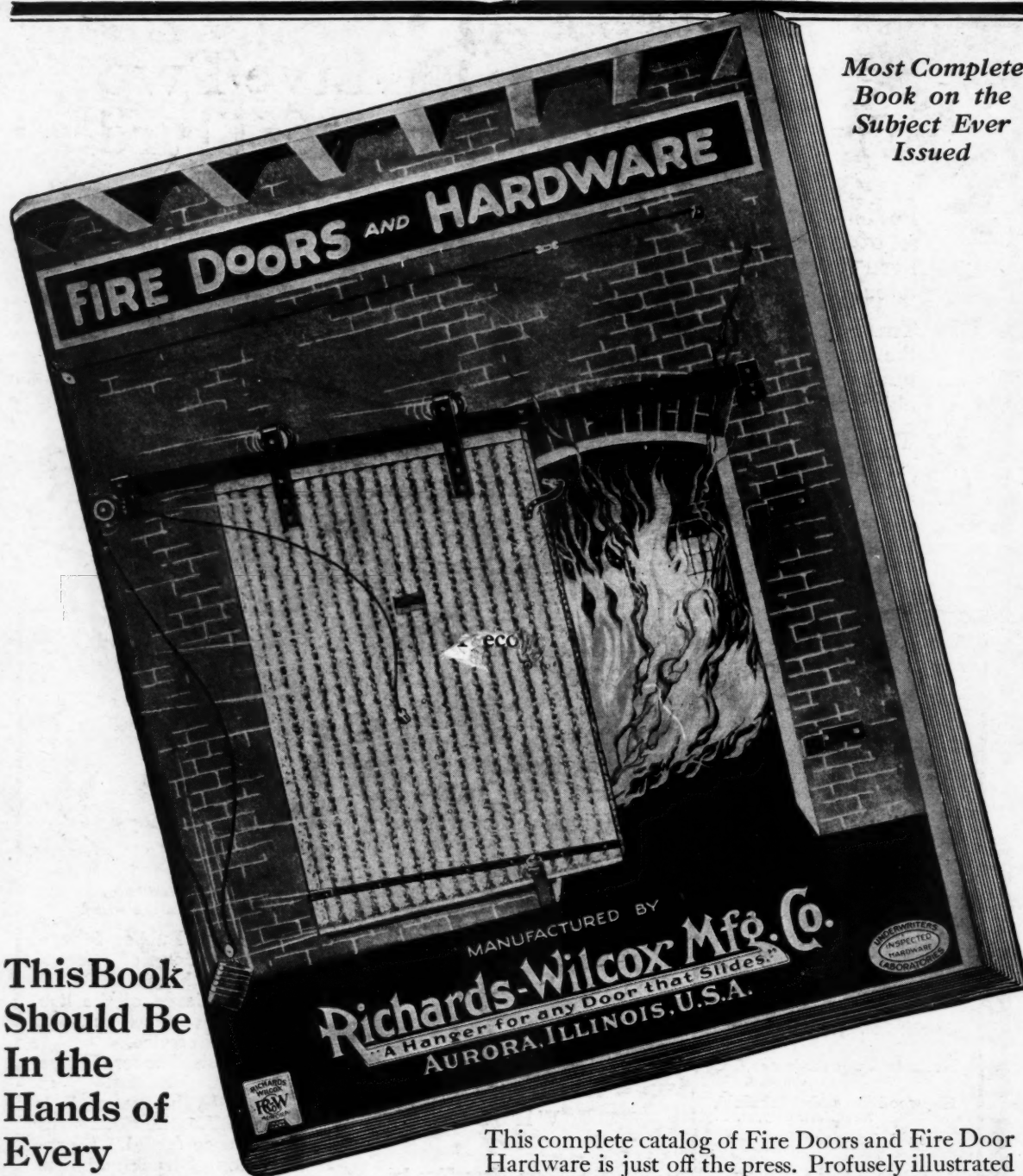
It is the Rubber Flange Construction of Sewell Wheels that **DOUBLES** the resiliency of the live rubber cushion through years of service.

It is this Rubber Flange Construction that gives Sewell Wheels the **REQUIRED DEGREE** of resiliency for **FULL** protection of truck and tires from road jars.

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*New York, Philadelphia, Pittsburgh, Chicago, San Francisco  
Representatives in Leading Industrial Centers*

# Sewell Cushion Wheels



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